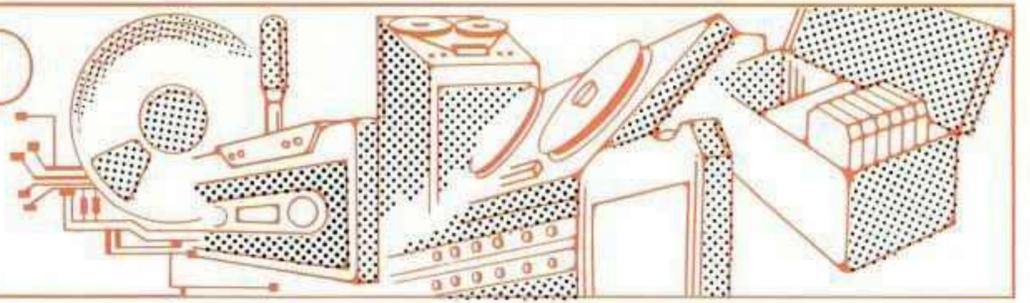


Spotlighted this issue



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NEWSPAPER

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April 27, 1974 • \$1.25
A BILLBOARD PUBLICATION
 EIGHTIETH YEAR

The International
 Music-Record-Tape
 Newsweekly

TAPE/AUDIO/VIDEO PAGE 33

HOT 100 PAGE 52

TOP LP'S PAGES 56, 58

Billboard

35 Small Indie Labels Meet Over Problems

By ROBERT SOBEL

NEW YORK—Some 35 small, independent specialty labels which deal mainly in contemporary classical and jazz product, and their main distributor, New Music Distribution Service, a division of the Jazz Composers Orchestra Assn., held their first meeting to discuss and exchange views on a number of problems facing the independent label.

After a discussion on the desirability of NMDS controlling the number of releases it handles, which was rejected, the next major topic concerned itself with the problems of selling specialty records.

Complaints alleged that the small company with one or two releases is at a "distinct" disadvantage in trying to deal directly with stores and other distributors.

Two of the larger companies stated, as a means to help sell prod-

uct, they use a common salesman who travels the country with catalogs of several independent companies. Essentially, they say, he does
(Continued on page 30)

NARM Board To Attend Fete

LOS ANGELES—The National Assn. of Recording Merchandisers' (NARM) newly elected board of directors will attend the City of Hope dinner honoring former Billboard publisher Hal Cook on June 6 at the Beverly Hilton.

The board will additionally conduct a series of meetings here before the fund-raising event, including conferences with the manufacturers advisory committee.

(Continued on page 14)

Ga. Blocks Piracy Bill; Okla. Unsure

By JOHN SIPPEL

LOS ANGELES—The attempt by a Georgia record/tape industry group to pass a state piracy law in this session of the state legislature was thwarted last week while an Oklahoma piracy proposal passage was in doubt at presstime.

Rick Kelly, Records Inc., Oklahoma City retailer, a leader in the piracy law campaign, says "legislative supporters of senate bill #483 are making extraordinary efforts to keep the bill alive."

Earlier, it appeared that the proposal was stalemated in the house judiciary committee, where it reached a nine-to-nine vote deadlock, according to committee chairman Marvin York. York stated the impasse occurred because the bill's proponents doggedly held out for
(Continued on page 49)

Boom Expected In Sound-Alikes

By IS HOROWITZ

NEW YORK—The sound-alike industry seems headed for a sharp upward surge as new and established "cover" producers flood music publishers with mechanical license applications.

"We are being inundated with license requests," says Albert Berman,

managing director of the Harry Fox Agency, which handles mechanical licenses and royalty collections for most major publishers.

Hundreds of applications have been received by his office in recent weeks from a substantial number of sound-alike companies, many of them new enterprises.

The rate of license requests from this source is far in excess of the normal flow, says Berman.

Some industry observers see the rise in sound-alike activity as a natural consequence of the crackdown on pirates. Antipiracy legislation, now in effect in 22 states, and a series of court decisions affecting unlicensed duplicators, have cut deeply into the manufacture and distribution of pirated hit product. A host of
(Continued on page 48)

FCC Official to Speak at Forum

LOS ANGELES—Ben Hooks, commissioner with the Federal Communications Commission, has accepted an invitation to speak at the seventh annual International Radio Programming Forum, according to Jack G. Thayer, chairman of the Forum Advisory Committee.
(Continued on page 27)

George Martin Joins List Of Experts Set for IMIC-5

LONDON—George Martin, the noted producer-arranger, has joined the list of outstanding industry experts participating at IMIC-5 here at the Grosvenor House May 7-10.

Martin, chairman of AIR London, will chair the creative trends workshop on Thursday, May 9.

Two additional British experts added to the program include David Platz, managing director of the Essex Music Group and Derek Chinnery, head of BBC Radio One, who will participate respectively in the art of music publishing session and the broadcasting forum on May 8.

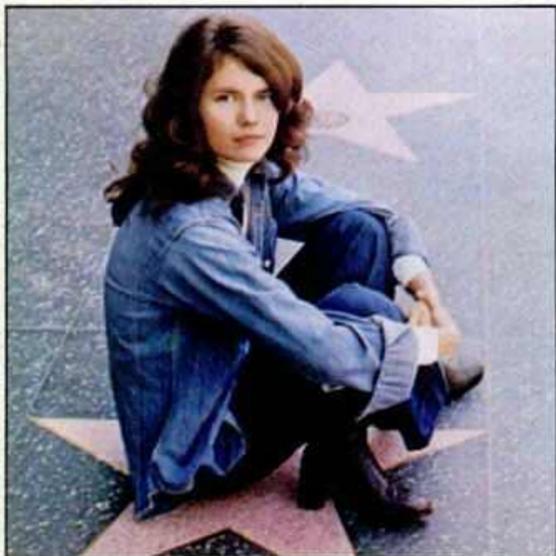
Additionally, Lord Harewood, managing director of the Sadler's Wells Opera, has agreed to take part in the classical forum, also on May 8.

In addition to the heavy turnout of record industry executives from

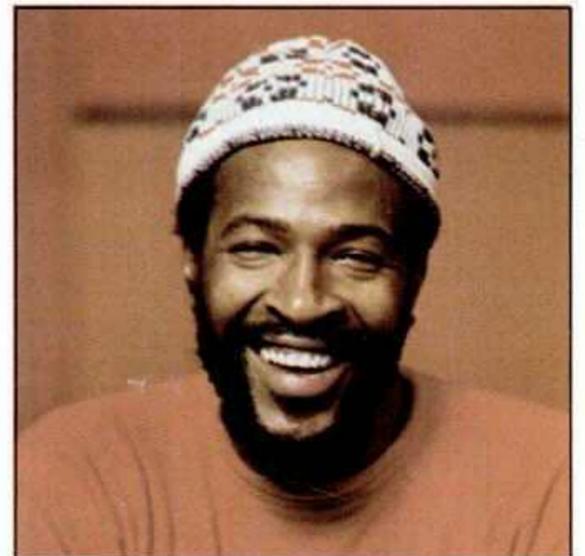
Europe and the U.S., the conference will have a worldwide flavor with further participants coming from Japan, Australia, Cyprus, South Africa, the West Indies, Mexico, Venezuela and Peru.

With less than three weeks to go before IMIC-5 opens, the conference, sponsored by the Billboard group of publications, is now shaping up as the undisputed major international record industry event of the year and executives who have not already registered are urged to do so without delay.

The reason this year's IMIC is being held in London is that it is one of the world's leading music capitals. And the city responsible for developing scores of contemporary music stars, IMIC-5 represents the best in music.



Hollywood town's Harriet Schock has debuted on 20th Century Records to a show of accolades from key opinion makers throughout the industry. Her LP, T-437 and title single, "Hollywood Town," TC-2093 are garnering airplay and wide acceptance in key markets. During a S. R. D. reception, hosted by 20th at Hollywood's Troubadour last week, press, radio and sales guests enthusiastically heaped additional acclaim. *(Advertisement)*



Marvin Gaye's Anthology, rapidly climbing the Top 200 album chart, definitively chronicles the man and his music. The musical history is contained in a three-record set with a 12-page full color booklet providing a pictorial perspective of Marvin's remarkable career. (M9-791A3)
(Advertisement)



Music from the Apple film **Son of Dracula**

starring
Harry Nilsson and Ringo Starr

Including
**Without You
 Jump into the Fire
 Remember and
 DAREBREAK**

Fangtastic!
 Rapple Records
 Distributed by RCA Records

Dana Gillespie
Werent' Born A Man



APL1/APS1/APK1-031

A new album.



RCA
Records and Tapes
Copyrighted material

Polymusic Is Formed As Mail Order Firm

By IS HOROWITZ

NEW YORK—A long-term commitment to the direct marketing of recorded product as an adjunct to retail sales has been made by Polygram Corp. with the formation of Polymusic Inc., a wholly-owned subsidiary devoted to the development of mail-order sales via clubs, continuity programs and TV promotions.

Robert E. Brockway, Polygram president, announced the creation of the new division here last week and named Leslee S. Klemes as Polymusic president (see Executive Turntable).

Gamble & Huff Excerpts Set For Disk Pros

LOS ANGELES—20th Century Music will release 6,000 copies of a special album featuring 42 excerpts of tunes by the songwriter team of Gamble & Huff within the next few weeks.

The publisher now administers the Gamble & Huff music catalog of Double Diamond Music. The LP will be sent out to artists, managers, and record producers, as well as label a&r chiefs.

"When I was with Jobete Music, we found out that we had 105 tunes that had hit the top 10 of the charts not being worked," says Herb Eiseman.

(Continued on page 8)

The move follows successful testing of several classical direct-mail programs over the past three years. These are to be enlarged, but Polymusic will lay particular stress on the development of new pop programs, drawing first on the catalogs of Mercury, Polydor and MGM.

Expansion into these new areas may be some months from implementation, with Klemes' directing his attention initially to organizational planning, market surveys and staff recruitment.

To date, Polygram's mail-order operations have been directed from company headquarters in Baarn, Holland, by George H. Baenge, the firm's international coordinator of direct marketing. Here for conferences with Klemes, Baenge says Polymusic was created to centralize management of domestic direct marketing efforts in a U.S. facility.

The company's mail-order promotions so far have been handled by the Maxwell Sroge Co., a direct marketing and advertising firm in Chicago, with fulfillment the responsibility of Office Electronics Inc. of New York.

Baenge expresses satisfaction with the manner of operation during test phases, but says that overall direction from Baarn is impractical in view of the scope of planned growth.

Klemes says his assignment is to establish Polymusic as a viable

(Continued on page 60)



Capitol Photo
HONORED—Paul and Linda McCartney with their platinum record for the LP "Band on the Run." While in Los Angeles to receive the award from Capitol, the duo attended the Academy Awards and visited Billboard's offices to meet the editorial and research departments.

GRT Plans Direct Mail Disk Sales

By BOB KIRSCH

LOS ANGELES—GRT Corp. will enter the direct mail disk market in mid-May with multi packages centering around Lawrence Welk's 50th anniversary in show business and dramatic readings from the Bible by Sir Laurence Olivier.

According to Jim Levy, the firm's manager of direct marketing, the concept is for "GRT to be a packager of special products solely for direct marketing and using a variety of direct marketing channels, including credit cards from major oil companies, ads in magazines and newspapers, mailing lists and enclosure stuffers.

"We will also be renting mailing lists," Levy adds, "and our aim is to create a package that will make the GRT name known to the general public as well as the industry. The labels on product will say 'GRT Music Productions, Direct Marketing Division,' and I think we can come up with from one to five packages a year."

(Continued on page 55)

OVERSEAS MARKET 20th Century Music Sees Revenue Boost

By CLAUDE HALL

LOS ANGELES—Several new music publishing deals overseas will boost foreign revenues for 20th Century Music by at least 50 percent, reports Herb Eiseman its president.

Eiseman just completed negotiations on new licensing deals with Stig Anderson, Sweden Music, for Sweden; William Landman, Universal Song, Holland, for the five Scandinavian countries; Roland Kluger, Kluger International, Belgium; Bruno Quaino, Sigem (TV Globo), Brazil, for Brazil and Argentina; Augusto Alguero, Conciones del Mundo, Madrid, for Spain and Portugal.

Eiseman notes that when he became president of the publishing firm, he inherited a number of sublicensing contracts overseas. "But most of the deals were just collection deals.

"Now, however, we need really aggressive people overseas to merchandise the kind of contemporary

material we're coming out with. Thus we went with the companies we think can do the same kind of job with our copyrights that we do here."

He points to Peter Gallo of Music Publishers of South Africa. "He came up with three cover records on 'The Morning After' that we had publishing on. And Taiyo Music in Japan had more than 20 cover records on the same tune.

"The beauty of our deal with Bruno Quaino of Sigem in Brazil is that he guaranteed me a number of records in Argentina and Brazil per year and also a number of uses on the television dramas down there—the novellas—which are extremely popular."

Sigem will work the catalog of Bregman, Vicco, Conn, plus 20th Century Music and Fox Fanfare. The four other deals were for 20th Century Music and Fox Fanfare alone.

London Dealers Discover Flood of Faulty Imports

By GRAHAM PUNTER

LONDON—Britain's dealers are being plagued by an increase in faulty records—and much of the trouble seems to be shoddy imports.

Both dealers and manufacturers agree faulties are becoming more common and that a major cause is the increase in suspect quality of American product imported to cause the production capacity shortage in Britain.

The 50-strong Harlequin chain now spends over \$5,000 a year and employs two people just on administering faulties.

Ted Williams, Pye's factory manager, says: "In general, the U.S. approach seems to be a more commercial operation—the idea is just to get the things out as quickly as possible. "American imports tend to be

very lightweight and you find faults like rough unfinished edges. There is also the factor of travel—records can easily get damaged in transit from the States."

Williams says as far as British factories are concerned it is impossible to produce a 100 percent output of perfect records.

"If a record went through a thorough and detailed test it would cost \$10."

Laurie Krieger, managing director of the Harlequin chain, says: "The situation is getting worse. We have two people employed to handle returns from our 50 shops and we spend over \$5,000 a year administering them.

"The main problem is warped records—often in batches. I have cer-

(Continued on page 41)

APRIL 27, 1974, BILLBOARD

Disk, Tape Shipments By Mfrs. Hit \$531 Mil

By MILDRED HALL

WASHINGTON—The value of manufacturers' record and tape shipments was \$531.5 million in 1972, up from the 1967 value of \$271 million, according to a Commerce Department preliminary report on the record industry in its 1972 Census of Manufactures.

If receipts for miscellaneous activities other than the making of records and tapes are included, total output of the manufacturers was \$564 million, up 104 percent over the 1967 value of \$276.4 million. Value added by manufacture in 1972 was \$372 million, more than

double the 1967 figure of \$182 million.

Shipments of stereo LP's for companies' own labels totaled 162.7 million units valued at \$121 million (f.o.b. plant, before freight and taxes). Production of stereo LP's on a contract basis for others was 274.4 million units, valued at \$75.5 million. Total value of LP shipments was \$196.5 million.

There was no breakout for figures on the declining monaural LP's made for companies' own labels. These were lumped in with a catch-all "other speeds" category including 78's and electrical transcriptions, "to protect individual company figures," Commerce said.

Total value of this category was \$8.4 million. Shipments of monaural LP's made for others totaled 4.7 million units, valued at \$1.7 million.

Singles manufactured for a firm's own label in the 1972 census totaled 250.6 million units, valued at \$34.4 million, and on a contract basis, 281 million units were shipped, valued at \$25.8 million. Total value of singles shipped in 1972 was \$60.2 million.

A third, additional category of records not specified by any kind manufactured by small companies, based figures on estimates from administrative records, rather than data collected from respondents. Total value of shipments in this category was given as \$91.3 million.

According to census figures, the value of all manufacturers' disk recordings shipped in 1972 was \$358.1 million.

(Continued on page 8)

Thrifty Shifts To J.L. Marsh

LOS ANGELES—The 432 Thrifty Drug stores in an eight-state Western region are now being served by J.L. Marsh. Jack Henderson, the Thrifty executive who oversees prerecorded tape and records, told Billboard he feels the transition from Transcon to Marsh is a good one "because they have more goods available."

Henderson says he feels that prerecorded music volume in the Thrifty chain will increase under the new setup. John Brown is the Marsh liaison with Henderson, who is based here.

Henderson says Thrifty buys its accessories and blank tapes direct from manufacturers.

More Late News
See Page 60

USIA HONORING ELLINGTON

Duke's 75th Birthday Gets Royal Salute

WASHINGTON—Duke Ellington's 75th birthday April 29 will receive a royal treatment from the United States Information Agency, which will blanket the world with radio and film features on the noted composer.

The United States Information Agency (USIA) will salute the Duke of Ellington through all its media outlets, excluding the United States, where USIA programs are not heard.

The "Voice of America," which beams in 36 languages, will devote its entire broadcasting day to Ellingtonia, with host Willis Conover airing an interview taped last March, as well as other Ellington features he has done over the years.

The VOA plans including Ellington items in all its news, discussion, educational, cultural and music programs that day.

One week before the all-Duke day, Conover will air taped segments of a 1969 White House birthday party and concert, including the bestowing of the presidential medal of freedom plus President Nixon's

playing "Happy Birthday" to Ellington.

To his worldwide listeners, says Conover, the Duke has captured in music "the true vernacular of America."

Agency spokesmen say the VOA program will be received over huge



Pat Willard photo
DUKE ELLINGTON: electric piano and sacred music during a recording session.

areas from 114 shortwave transmitters.

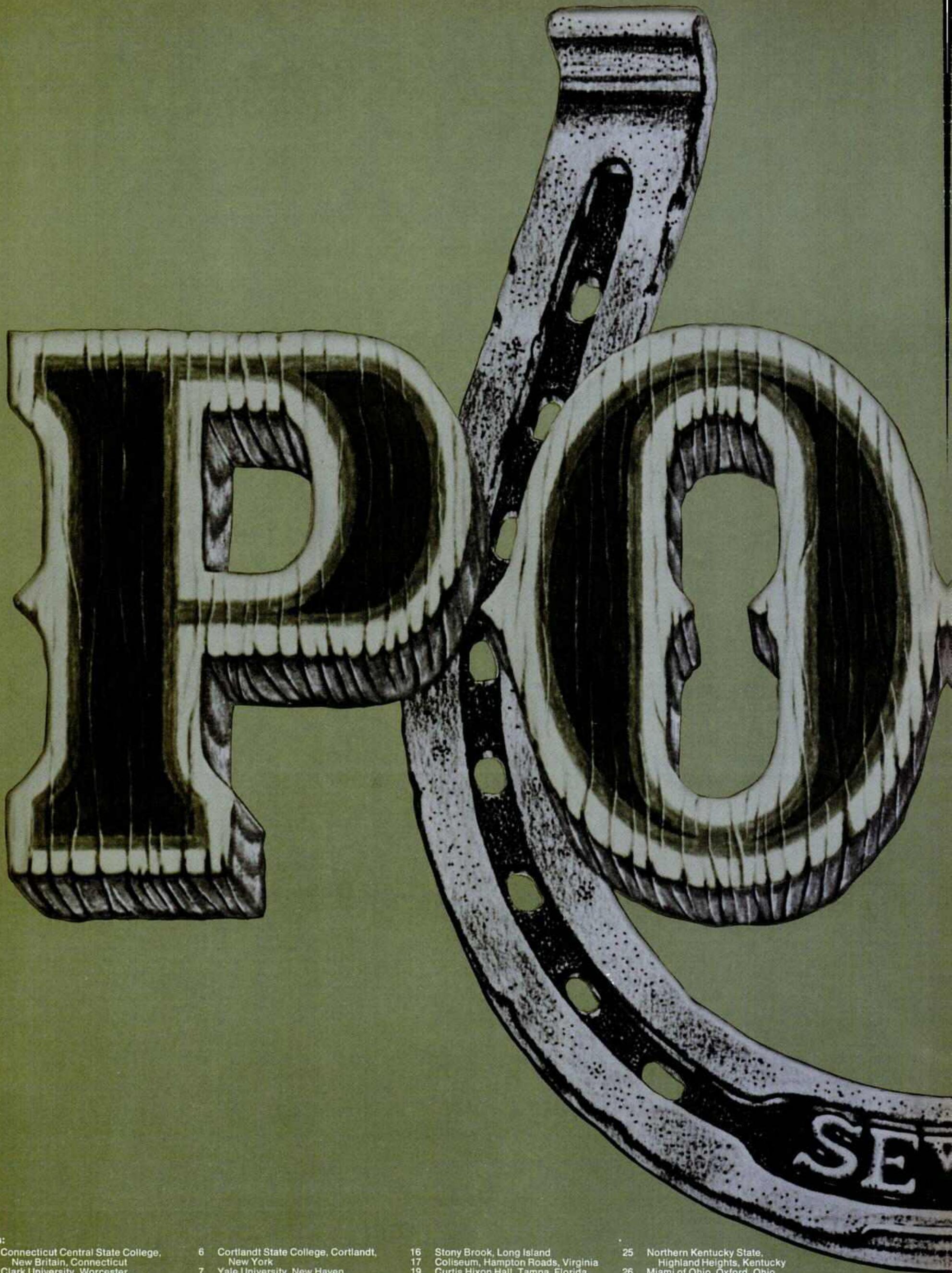
No other American composer has been given such an extensive salute over VOA transmission, says Conover. The nearest thing to it was a series of programs on Louis Armstrong put on by Conover some years ago.

The USIA's film wing will release a 30-minute feature, "His Excellency the Duke of Ellington," to its 189 USIA offices in 108 nations for showing that day. The film will additionally be made available to local television stations along with supplementary items (tapes, books, records) to interested organizations.

U.S. embassies around the world are planning birthday concerts featuring local musicians. USIA cultural offices in over 50 nations which Ellington has visited are coordinating these shows in conjunction with photo exhibits recalling Ellington's almost 60 years in music.

Around the world, musicians will be honoring Ellington with concerts. The New York Jazz Repertory Co.,

(Continued on page 12)



Tour dates:

April 1 Connecticut Central State College,
New Britain, Connecticut
2 Clark University, Worcester,
Massachusetts
3 Fairleigh Dickinson University,
Rutherford, New Jersey
4 Civic Center, Providence, Rhode Island
5 Academy of Music, New York, N.Y.

6 Cortlandt State College, Cortlandt,
New York
7 Yale University, New Haven,
Connecticut
9 Auditorium Theatre, Chicago, Illinois
10 Civic Theatre, Akron, Ohio
12 Capitol, Passaic, New Jersey
13 Orpheum, Boston, Massachusetts
14 Kennedy Center, Washington, D.C.

16 Stony Brook, Long Island
17 Coliseum, Hampton Roads, Virginia
19 Curtis Hixon Hall, Tampa, Florida
20 Sportatorium, Hollywood, Florida
21 Hi Lai Fon Ton Ocala, Gainesville,
Florida
23 Municipal Auditorium,
Atlanta, Georgia

25 Northern Kentucky State,
Highland Heights, Kentucky
26 Miami of Ohio, Oxford, Ohio
27 Bucknell University, Lewisburg,
Pennsylvania
28 Massey Hall, Toronto, Canada
29 Opera House, Ottawa, Canada
May 1 Thiel College, Greenville, Pennsylvania
10 Jacksonville, Florida

*Also available on tape 
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The purest rock and roll. "Poco Seven." On Epic Records

PLATT POWER Music Operation's Success Begins With a Strong Base In Personnel

By JOHN SIPPEL

LOS ANGELES—The world's largest leased record/tape/audio department operation, Platt Music here, flourishes in its 50th year of association with the May Co. Southern California department store chain because of personnel power.

The late Ben Platt, founder of the Platt Corp., his son, Herman, the president, and grandson, Ken, executive vice president, and Michael Randall, the 30-year-old general manager of the "branch stores," all work on the theory that the people who staff a business are the base.

Since 1924, when Ben made his first leased department deal with Tom May, the region's May Co. stores have grown to 21 and one outlet store, ranging from San Diego to Oxnard, 180 miles along the coast.

When Randall reports progress, he talks about PPH (Production Per Hour). He admits it could be an abbreviation for Profitability Per Human, too.

The approximately 75 managers and sales personnel in the Platt

music departments continually are alerted to their productivity. Randall supplies managers with past



Platt Music photo
Michael Randall, 30-year
old general manager of
branch stores

year performance and/or quotas on special programs.

Each manager supplies Randall with an advance weekly work schedule for each of his staff. The number of hours worked that week

is then divided into the total of that staffer's register to get a per hours sales average.

In order to keep full-time staff fully operational and yet avoid costly overtime, the Platt departments have begun hiring more short-hours people, housewives and students, who work from 10 to 15 hours weekly at peak times when extra help is necessary.

Randall's top aide, Jan Clark, spends a majority of her time personally overseeing departments. She and Randall are consistently urging representatives of playback, record/tape and accessory firms to gather employees from several adjacent area stores for sales training and promotional confabs. Randall has a close rapport with playback and radio people. He would like a closer liaison with representatives of record/tape companies. "I get samples from only Bell and MCA. I think I could do a better job with records if we got more advance samples," he says. "Record people should visit us."

(Continued on page 55)

Sound-Alike Firm Plans National Sacred LP Sales

OKLAHOMA CITY—A local sound-alike manufacturer, who has been producing Union Station labeled product for the past year, has been pilot studying release nationally of a line of sacred albums since September, 1973.

CAM Enterprises, headed by Joe Stevens, owner, and Bob Parker, president, intend to sell the line through both company racks in "Christian businessmen's stores and churches" and through independent distribution.

The racks, already tested here and starting currently in California through a company-owned distributorship, sell LP's for \$3.97. Suggested list for dealers, according to

Ms. Pat Sullivan of CAM, is \$5.

Albums released thus far are by the Sensational Statesmen, the Jake Hess Sound, the Weatherford Quartet, the Harvesters Choir, Ken Turner, a member of the Blackwood brothers, Willie Wynn, former Oak Ridge Boys tenor now with the Statesmen, and Jerry Sinclair. Albums coming include: Jerry and the Singing Goffs, Naomi and the Segos, the Singing Deweys, the Senators, the Dixie Melody Boys and Direction Unlimited.

CAM also has distribution of the new Andrae Crouch label, Shalom, which has artists like Don DeGrate, the Fishermen, Sweet Spirit and Seth.

Record Sales Lands Famous

NEW YORK—Record Sales of Colorado has acquired the Famous Music line of labels for distribution in the Rocky Mountain area. The distribution firm, which also includes the Musical Isle of America rackjobbing division in its Denver complex, will open three new major rack locations in August for the May Co., Burstein-Applebee and Villa Music in a new shopping plaza in Denver.

Record Sales opened its doors in November 1972. Its accounts include Motown, Vanguard, Mainstream, Buddah and Scepter. According to Bob Krug, its branch manager, additional space is being sought to provide twice the amount of square footage. Target date for the move is July 1.

Music Game Shows Hit Air

By CLAUDE HALL

LOS ANGELES—"Your Hit Parade," along with a number of musical game shows, seem to be enjoying a flurry of interest among the television networks, with several slated to hit the air over the next few months.

And not only in prime time evening hours but in the daytime with other pilots either being scheduled for the studio or dusted out of the files.

ASCAP Review Board Adds 8

NEW YORK—Eight new members have been elected to ASCAP's board of review, the body charged with resolving payoff disputes among writer and publisher affiliates of the performing rights organization.

Writer members elected to serve include Bob Merrill, John Green and Paul Creston. Also elected from this category was Dorothy Fields, who died two weeks ago. Her place was taken by Bud Green, who received the next highest number of votes among lyricist candidates. Publishers named to the board are Johnny Marks, George Pincus, Marvin Cane and Hans W. Heinsheimer.

"Your Hit Parade," while not a game show per se, is slated to hit the air in late July on CBS-TV. The show is being produced by Chuck Barris, noted for "The Dating Game" and other game shows. It left the air in 1959 and during its years on radio and television made stars of Gislisse McKenzie, Dorothy Collins and Snooky Lanson. A search is now being made for regular singers on the show.

"Name That Tune" is being produced by Ralph Edwards Productions and will air on NBC-TV as a half-hour night game show this fall. The firm is also shaping a daytime pilot version, slightly different. Ray Horl is producing the nighttime version.

"Countdown" is a half-hour music game show piloted by Jack Barry for CBS-TV. Johnny Mann is host and Kip Walton the producer.

Dick Clark Productions also has a music game show making the rounds called "Million Dollar Music Game." Owner Clark says he is working on a strip show (daily) that will also probably be music-oriented.

And the well-known "Stop the Music" is reported as being planned for a return to broadcasting.

Executive Turntable



MEGGS



COURY



ZIMMERMANN



RUSSO

At Capitol Records, **Brown Meggs** has been named chief operating officer of Capitol Records, Inc. He reports directly to **Bhaskar Menon**, chairman, president and chief executive officer, Capitol Records, Inc. for all commercial aspects of Capitol's record business. Meggs was previously executive vice president. **Al Coury**, previously vice president, promotion, press and product management is now senior vice president, a&r and promotion. **Don Zimmermann** is now senior vice president, marketing. He was previously vice president, sales and merchandising. **Bob Edson**, formerly national promotion manager, is now director, field promotion and artist relations. **Bruce Wendell** has been named national promotion manager. He was previously executive assistant to the vice president, promotion. **Dennis White** has been named director of field marketing. He was previously regional marketing manager, Chicago. **John Vana**, formerly special accounts manager, Atlanta, is now manager, catalog exploitation. **Dan Davis** is now director, creative services and press. He was previously director, creative services.

★ ★ ★

Ira Heilicher has been appointed a regional vice president of J.L. Marsh, Inc., operating out of the Minneapolis office. . . . **Larry Harman** has left his vice president position with Peter Simone and Associates to form the public relations corporation, Hecht Harman Vukas Creative Communications. . . . **Bill Downer** is leaving MCA Music after some 30 years of executive involvement with Decca and MCA music publishing interests. He headed Decca's Northern and Champion Music firms until the record company's merger with MCA. Largely credited with the development of Rod McKuen as a writer, Downer, in recent years supervised the Rodgers-Hammerstein catalog for MCA. He intends to continue active in publishing and will announce his plans soon. . . . **Dennis Fine** joins Solters/Sabinson/Roskin music department, operating from the firm's New York offices.

★ ★ ★

Leslee S. Klemes has been named president of Polymusic, Inc., Polygram direct marketing subsidiary. He is responsible for all direct marketing efforts for Polygram in the U.S. Klemes joins Polymusic from Hudson Pharmaceutical Corp., where he was vice president of the mail order division. He was previously with CBS, where he was marketing vice president of the Columbia Record Club in 1963 and then vice president, corporate staff, in 1967 (see separate story). . . . **Phil Jones** has been appointed assistant to **Gil Beltran**, president of Polydor, Inc. Jones, a 22-year veteran of the music industry, joins Polydor from Motown Records, where for the past 12 years he has been instrumental in developing marketing and promotional techniques for the label. . . . **Robert Rolontz** has been appointed director of corporate information for Warner Communications, Inc. He was formerly vice president of public relations and advertising for Atlantic Records. Rolontz joined Atlantic in 1965, and before that served on the editorial staff of Billboard.

★ ★ ★

Dave Mack has been named national promotion director for GRT Records, Chess/Janus Records' newly reactivated country music label. Mack was most recently national promotion and sales director for country product for Elektra/Asylum Records. Prior to that, he was with UA Records and RCA Records, serving as director of local promotion in Atlanta for each label. Mack is responsible for all product on GRT, as well as country product on the Chess/Janus distributed Barnaby label. . . . **Bob Russo**, formerly assistant programming director/music director for WHN-AM in New York, has been appointed general professional manager for Cashman and West's Blendingwell Music, Inc. and its affiliated companies. . . . At Verit Industries, **Tom Jennings** has been named president of Wald Sound, manufacturer of loudspeakers. He replaces **Peter S. Wald**, who has been promoted to chairman of the board of Wald Sound. Prior to joining Wald, Jennings served as a marketing consultant for ESS, Inc., and before that was a marketing consultant for Toshiba. . . . **Ron Johnson** becomes executive director of Electric Lady Studios. He was assistant to the studio's administrator, **Maxwell Cohen**. Also at Electric Lady, **Ron Elliot** has been named studio and traffic manager and **Joyce Johnsen** is controller. . . . At Polygram Corp. **Eugene B. Fischer** has been elected vice president, taxes, and **David E. Shein** is the new assistant controller.

★ ★ ★

Columbia Magnetics has promoted **Ted Cohen** from marketing manager to director of national consumer sales for the blank tape

(Continued on page 60)

In This Issue

CLASSICAL.....	30
COUNTRY.....	36
INTERNATIONAL.....	41
JUKEBOX PROGRAMMING.....	32
LATIN.....	32
MARKETPLACE.....	59
RADIO.....	22
SOUL.....	28
TALENT.....	16
TAPE/AUDIO/VIDEO.....	33

FEATURES

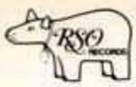
Stock Market Quotations.....	12
Vox Jox.....	22

CHARTS

Best Selling Classical LP's.....	31
FM Action.....	29
Soul LP's.....	29
Hot Soul Singles.....	28
Hot Country LP's.....	39
Hot Country Singles.....	38
Hot 100.....	52
Hot Latin LP's.....	32
Top 50 Easy Listening.....	30
Hits of the World.....	47
Top LP's.....	56,58

RECORD REVIEWS

Album Reviews.....	54
Singles Reviews.....	55



RSO Records & Tapes

Distributed by Atlantic Records

RSO SO 878

Produced by Mike Finesilver

Ross is Alan Ross with Tony Fernandez, Steve Emery, Bob Jackson and Reuben White. They've just recorded an album of soaring, energy-packed rock music for a dynamic debut album simply called, ROSS.

Ross on Tour

April 24 Roxy Theater, Allentown, Pa.

April 26 Capitol Theater, Passaic, N.J.

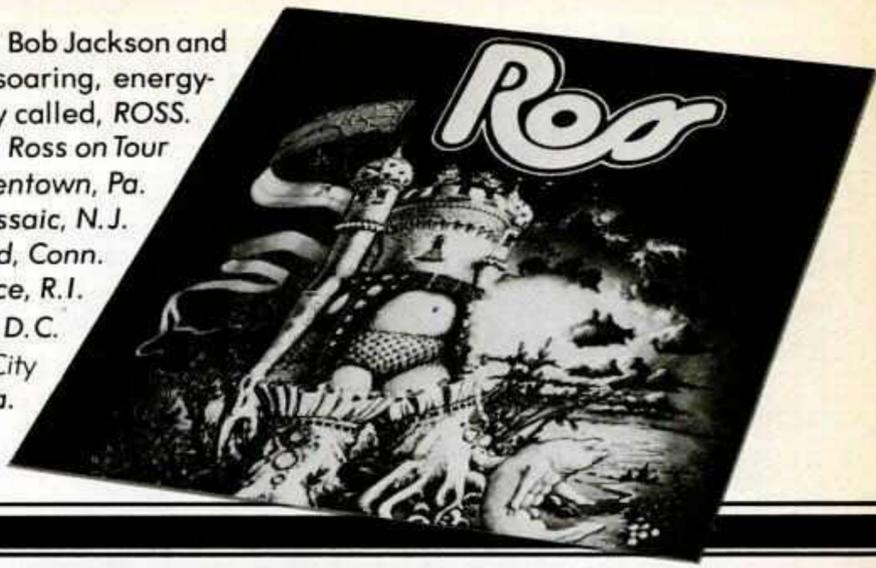
April 27 Columbia Music Hall, Hartford, Conn.

April 28 Veterans Memorial Coliseum, Providence, R.I.

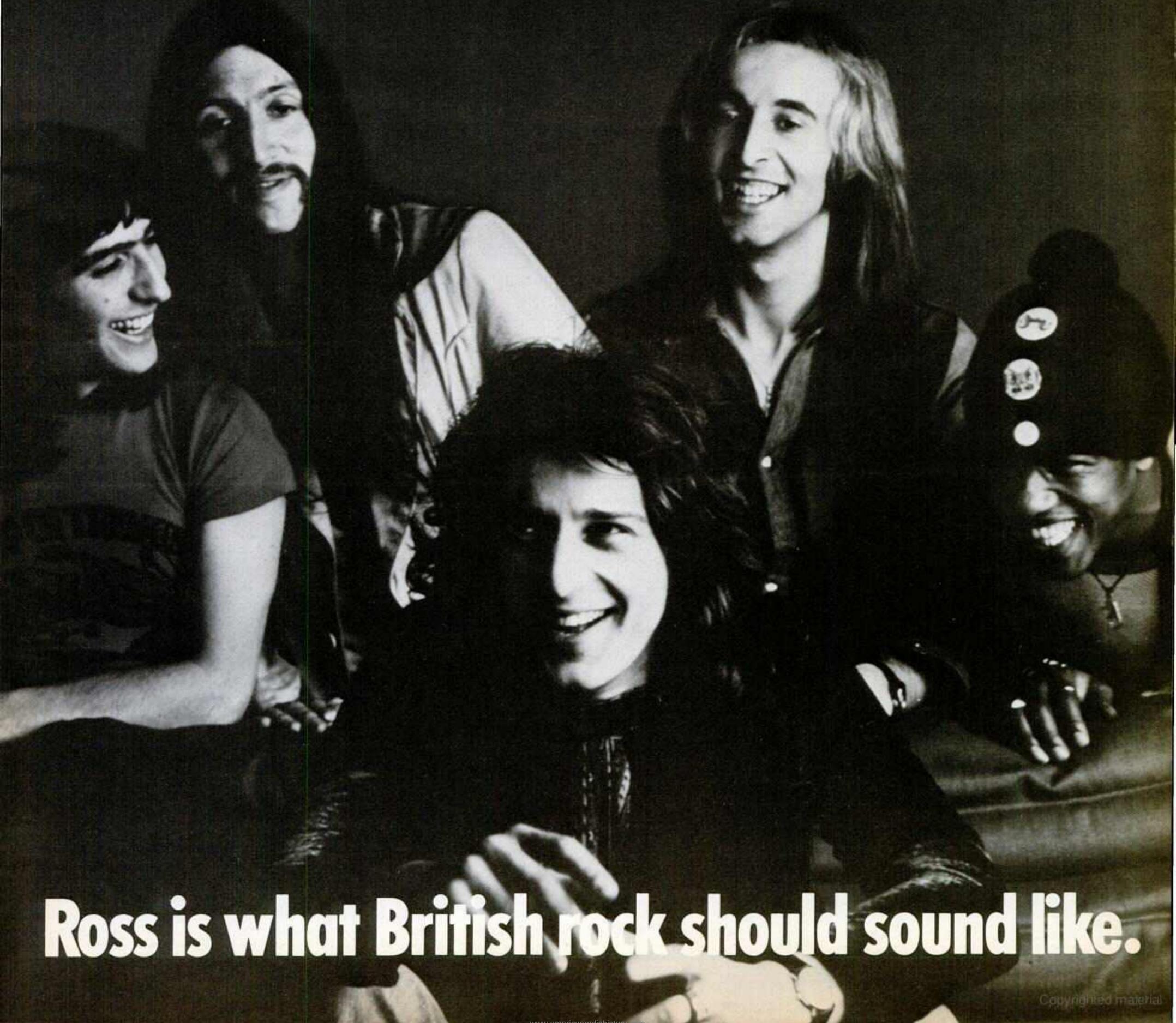
April 29-May 4 The Cellar Door, Washington, D.C.

May 8-13 Max's Kansas City, New York City

May 16-19 Main Point, Philadelphia, Pa.



Ross



Ross is what British rock should sound like.

Founded 1894

The International Music-Record-Tape Newsweekly



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Vol. 86 No. 17

General News

SINATRA TICKET FLAP

Promoter Weintraub Denies Wrongdoing

By ROBERT SOBEL

NEW YORK—The controversy surrounding the sale of tickets for the Frank Sinatra concert tour which ends Saturday (27), has brought strong denials of any wrongdoing from Jerry Weintraub, head of Management III, promoter of the concerts.

The controversy, which wound up in the State Attorney General's office here, was triggered by a number of complaints from would-be purchasers of the Nassau Coliseum concert who claimed they couldn't get tickets after mailing orders the first day ticket information was made public.

Of particular interest are the discrepancies reported by managements of arenas where Sinatra was due to appear and at the Coliseum regarding the number of tickets withheld by Weintraub.

Nassau Coliseum officials reportedly stated that Weintraub had withheld 11,293. Weintraub, when contacted, stated the figure was 9,000 for the three-night date out of a total of 52,000. He claims that he withheld 1,700 from the Spectrum in Philadelphia. The arena president reported that Weintraub kept 7,000. Capitol Center, Washington, officials claim that over 2,000 tickets were withheld; Weintraub says the figure is "considerably less," although he didn't know the exact number he kept.

In Chicago, Weintraub says, he only took 200 tickets for each of the two nights at the stadium. A stadium management source says that the \$15 tickets were gone almost immediately after going on sale.

Sinatra dates at the Civic Center in Providence, R.I., April 15-16 were also the target of controversy as Richard Israel, the state's attorney general stated he was investigating the sale of tickets for the concert. However, Weintraub says, that "they (Israel's office) told me they were investigating the box-office up there on all shows and sent me a let-

ter and told me that their investigation had nothing to do with the Sinatra show.

"As a matter of fact, I have never been contacted by anyone from the attorney general's office here. Whatever tickets I withheld for any of the concerts were sold at the regular price. I never gave any to any broker.

"Whatever I took I'm allowed to take. If you were to stay in town for a year you couldn't fill the demand for tickets by everyone."

David Clurman, deputy general of State Attorney General Louis Lefkowitz' office, is heading the investigation.

Disk, Tape Shipments

• Continued from page 3

Breakouts for prerecorded tapes manufactured for their own labels showed shipments of 40.4 million 8-track cartridges valued at \$62.7 million, and 17.9 million cassettes valued at \$21.8 million.

All others, including reel-to-reel and 4-track cartridge, were lumped in a category valued at \$4.7 million.

On contract basis for others, manufacturers' shipments of 8-track cartridges were 45.1 million, with a shipment value of \$48.2 million, 16.7 million cassettes were shipped at \$18.1 million. All others totaled \$4.9 million.

Total for manufacturers' tape shipments in 1972 by census figures was \$160.4 million, as against \$40.6 million in the 1967 census for the industry.

The 1972 census estimated the number of manufacturing establishments at about 564, but only 120 employed 20 or more personnel. The industry's manufacturing arm employed about 20,300 with a \$145.8 million payroll in 1972. This was double the 1967 census payroll estimate of \$76.6 million.

Paramount-Ember to Release Disk

LOS ANGELES—Paramount-Ember Records has opened an office here headed by veteran record producer John Madara. Though a branch operation of the parent British firm, Madara will search out U.S. talent and produce product for both U.S. and European markets.

First release on the new venture is "You'll Never Know" by Denny Doherty, once a member of the Mama's and the Papa's. The tune,

written by Harry Warren and the late Mack Gordon, won an Oscar in 1943 when sung by Alice Faye in the movie "Hello, Frisco, Hello."

Paramount-Ember product is being distributed by Famous Music. The label's logo has both the Ember name in a circle plus the new Paramount artwork.

Doherty was formerly on Columbia but has been inactive for the past year.

FCC Seeks Split Sound On FM-AM

By MILDRED HALL

WASHINGTON—FM broadcasting has become so "healthy" that the Federal Communications Commission would like to have totally different programming on commonly owned FM and AM stations in communities of 100,000 or more population.

The FCC has asked for comment on a rule to impose this total nonduplication on the large population areas, and apply the present 50 percent nonduplication rule to FM-AM's commonly owned in some communities below the 100,000 cut-off.

The commission first imposed the 50 percent nonduplication rule for FM's commonly owned with AM's, in 1964. FCC now finds that there have been multiple filings for FM channels in communities even under 10,000 population, while availability of channels in communities of 25,000 and those over 50,000 has almost disappeared.

In the last 10 years, the number of independent FM stations has doubled; average revenues per independent FM have almost quadrupled, and their total revenues have increased sevenfold, the FCC finds.

The number of FM stations making a profit has also climbed, and FM set penetration has dramatically increased. (Hearings will be held this week in the Senate Commerce Committee on a bill to require that all radio sets shipped in interstate commerce be capable of receiving both AM and FM.)

Under these circumstances, the FCC feels that its original 50 percent rule should apply to commonly owned AM-FM outlets with less than 100,000 population areas. The commission invites comment on what the new cut-off might be.

The new rule to bar all duplication, except for news and public affairs, for FM-AM combinations located in the more densely populated areas, would apply even when the commonly owned AM and FM outlets are in different cities, but in the same local area.

The rule would bar FM not only from simultaneous duplication of AM programming, but would include the 24 hour period before and after the AM broadcast, as in the present rule.

The commission says it will welcome other suggestions or methods for program nonduplication that may be based on something other than population. The FCC has, in the past, granted waivers to some classical music AM-FM combinations, because of the financial hardship involved.

Whether it would continue to grant them under its new, stricter rules for ensuring diversification of programming, is yet to be learned.

Comments on the rule making are due by July 25 at the commission and replies by Aug. 26.

Gamble & Huff

• Continued from page 3

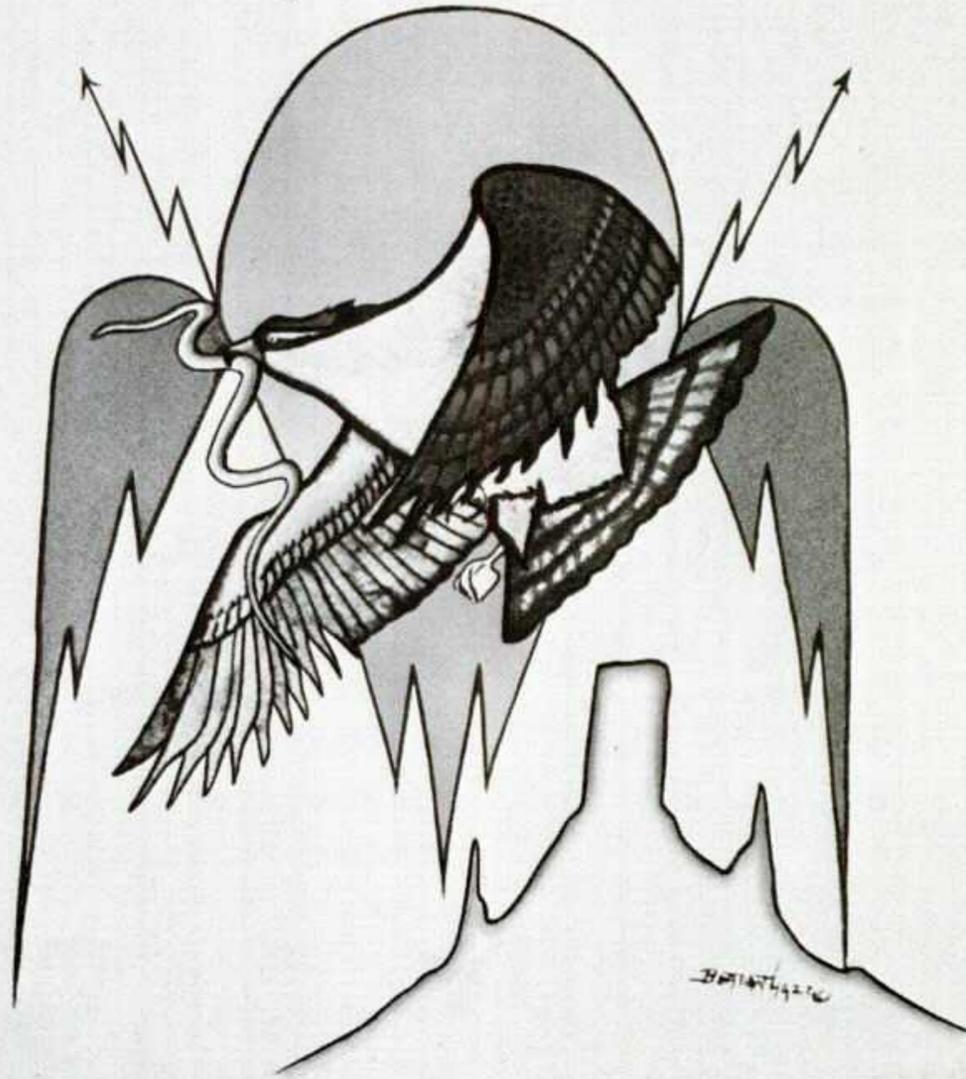
man, president of 20th Century Music. "So, we put out an album of excerpts of those hits. In fact, Marty Wekser produced it.

"That album was imminently successful. We gathered hundreds of new mechanical licenses off that album. Even Berry Gordy himself remarked about one of the tunes: 'Oh, I'd forgotten about that song... it would be great for the Jackson 5.' So, these demo albums pay off."



NEW SOUND—Harry Warren (second from the right), who wrote "You'll Never Know" in 1943 with Mack Gordon, listens to an updated version by Denny Doherty (right) along with the disk's producer John Madara (left) and 20th Century Music president Herb Eiseman, whose firm publishes the ever-green.

EAGLES ON THE BORDER



The single
from the album is
"Already Gone" AS-11036
on Asylum
Records & Tapes



This One



ZYFQ-POZ-TC25 Copyrighted material

A REVIEW OF THE BEST FIRST QUARTER IN THE HISTORY OF THE COLUMBIA/EPIC RECORDS FAMILY.

SINGLES: POP

During the first three months of 1974, Columbia and the Columbia family of labels had a record 36 singles on the Billboard Hot 100. "Rock On" by David Essex and the Oscar-winning "The Way We Were" by Barbra Streisand were both awarded gold records. "The Most Beautiful Girl" by Grammy and CMA winner Charlie Rich, which had been certified gold in December, 1973, went on to sell an additional million records during the first quarter of 1974.

Other major singles to break toward the end of the quarter that are now gold, or that are heading toward gold, include: "TSOP," MFSB; "Come and Get Your Love," Redbone; "(I've Been) Searchin' So Long," Chicago; "A Very Special Love Song," Charlie Rich; "I'm a Train," Albert Hammond.

Additionally, this seems to be the best year in our history for crossover hits. Fifteen of our charted pop singles spilled over from the Hot Soul Singles chart. And 3 more pop hits came from the country charts...including Tanya Tucker's first single in the national Top Fifty.

SINGLES: SOUL

Thirty-seven singles from the Columbia family appeared on the Hot Soul Singles chart. Of these, 23 were in the Top Fifty, 10 were in the Top Ten.

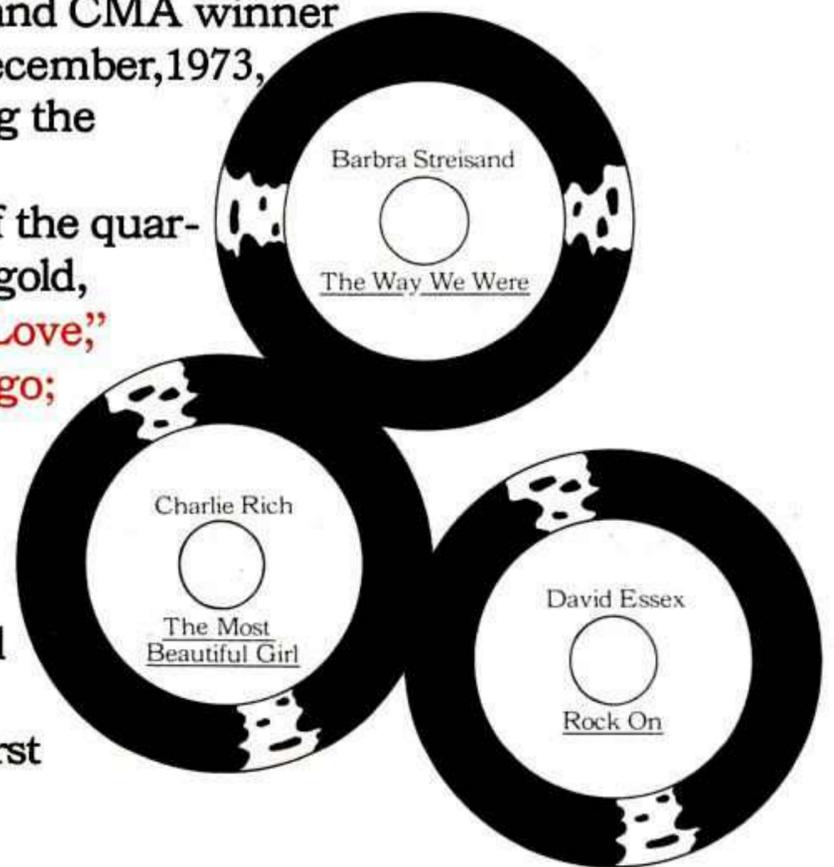
SINGLES: COUNTRY

Of the 38 singles appearing in the Hot Country Singles chart, 3 reached Number One, 10 were in the Top Ten and 27 were in the Top Fifty, making us the Number-One country label once again.

ALBUMS: POP

There were 55 Columbia-distributed albums on the Top LP's & Tape chart during the first quarter.

In addition, 5 albums were certified gold. Six more albums, released during the first quarter, are soon to become gold.



A look at our newest gold albums demonstrates the importance we put on our catalog. The Columbia family catalog is the biggest, most diverse, and most actively promoted in all of recorded music. Two of our 5 newest gold albums are over 2 years old.

The new gold: "Live," Johnny Winter And; "The Lord's Prayer," Jim Nabors; "Ship Ahoy," The O'Jays; "The Way We Were," Barbra Streisand; "Chicago VII," Chicago.

Heading for gold are these first quarter releases: "Love Is the Message," MFSB; "Live Rhymin'," Paul Simon; "Very Special Love Songs," Charlie Rich; "Head Hunters," Herbie Hancock; "Open Our Eyes," Earth, Wind & Fire; and the soundtrack to "The Way We Were."

ALBUMS: SOUL, COUNTRY, JAZZ, CLASSICAL

We've had success stories to tell in every field of music.

On the Soul LP's charts we were represented by 22 albums, 12 of which sold in numbers great enough to put them on the national album charts as well.

Eighteen of the Hot Country LP's were from the Columbia family. Five of the Best Selling Jazz LP's were ours (with a big, long overdue Number One for Herbie Hancock) and 10 Best Selling Classical LP's were from Columbia, including "Switched-On Bach II" by Walter Carlos and the "E. Power Biggs Plays Scott Joplin" album.

ARTIST DEVELOPMENT

Probably the most important measure of present and future success for a record label lies in the area of artists "broken."

Here again, the Columbia family leads the way.



Herbie Hancock

The success of artists like the Mahavishnu Orchestra, featuring John McLaughlin, and Weather Report has opened up a whole new area of contemporary music to mass audiences. During the first quarter we were proud to see Herbie Hancock, one of the most critically acclaimed keyboard artists of our time, become the hottest progressive jazz/rock artist of 1974. His current "Head Hunters" album is on the verge of gold.

Equally dramatic was the exploding popularity of some intensely talented individuals and groups who were able to stand behind their hit singles with a whole body of worthwhile music:

David Essex, a giant in England, whose throbbing 70's rock has made him even bigger here.

Billy Joel, whose beautiful, reflective songs at last have the public ear, and will never let go.

Redbone, with native American music that was always on the verge of exploding through, and now, finally has.

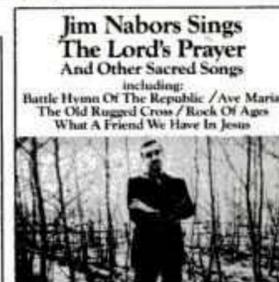
Rick Derringer, a vital force behind albums by Johnny and Edgar Winter, now in the solo spotlight.

And the phenomenal musicians who created The Sound of Philadelphia, now recognized and appreciated on their own as MFSB.

David Essex



Billy Joel



**WE'VE HAD ENOUGH HITS AND EXCITEMENT TO LAST A YEAR.
AND WE'VE GOT 9 MONTHS TO GO.
COLUMBIA, EPIC, PHILADELPHIA INTERNATIONAL, MONUMENT, KIRSHNER,
COLUMBIA/WINDFALL, BLUE SKY, T-NECK, STAX, AND MUMS RECORDS AND TAPES**

Off the Ticker

MOTOROLA'S proposed sale of its television division to **Matsushita Electric Industrial Co. Ltd.**, Japan, is being investigated at the Justice Department's antitrust division. Sen. Birch Bayh (D-Ind.) said the transaction would lessen competition in the U.S. television industry. Matsushita manufactures **Panasonic** television sets.

Meanwhile, Motorola's consumer products division was the only division in the company which operated at a loss in 1973, and the outlook of that division is not expected to improve this year. Since a decline in U.S. industry color television sales is anticipated. Motorola does not expect sales in consumer products to improve over last year.

ANALYSTS believe gains made by CBS in earnings and sales for the first quarter probably could be largely attributed to the performance of the **CBS/Records Group** and the **CBS Television Network**. Lower second quarter and six-month earnings despite record revenues were reported by **Walt Disney Productions**. Earnings for its second quarter ended March 31 slipped to 32 cents a share from 36 cents in the like period a year ago.

CASSETTE CARTRIDGE CORP., New York, was suspended from trading through April 20 by the Securities & Exchange Commission for failure to file required financial reports with the agency. **Interstate Stores** said negotiations for the acquisitions by Interstate of several divisions of **McCrorey Corp.** are continuing.

WARNER COMMUNICATIONS was the subject of a securities report by **Bruns, Nordeman, Rea & Co.** A U.S. Department of Commerce report said many firms are slashing 1974 investment plans because of the energy crisis. Total 1974 investment by all industry is estimated at \$112.7 billion, down \$60 million from what had been planned before the energy crisis. **Harman International Industries**, Lake Success, N.Y., reported record sales and earnings performances for six-months ended Feb. 28 by its high fidelity equipment operations, **Harman/Kardon** and **James B. Lansing**.

RCA reported a 17 percent decline in first quarter earnings, attributed primarily to consumer areas of the company's diversified operations. The lower earnings were due to increased labor costs, intensifying inflation, the energy crisis, lower industrial production and critical materials shortages, the company said.

THE U.S. demand for Japanese products likely will remain high, **Nelson Stitt**, director of the U.S. Japan Trade Council, said. He told the Senate Finance Committee that despite inflation, shortages and quadrupled oil costs, Americans will continue to buy Japanese products. U.S. trade deficit with Japan, which fell from \$4.1 billion in 1972 to \$1.3 billion last year, will show a moderate increase this year. Last year, American shipments to Japan were \$8.3 billion while U.S. imports from Japan were \$9.6 billion.

INTERNATIONAL VIDEO CORP., Sunnyvale, Calif., obtained a four-year term loan of \$2.5 million from Bank of America and First National City Bank of New York. Interest terms weren't disclosed.

WARNER COMMUNICATIONS will hold its annual meeting in New York, May 2. **Rockwell International**, Pittsburgh, completed acquisition of **Admiral Corp.**, Chicago. The acquisition, making Admiral a wholly owned subsidiary of Rockwell, calls for the exchange of one half share of Rockwell common stock for each outstanding common share of Admiral. **J. C. Penney** revised 1974 capital expenditures to \$250 million from the previous estimate of \$200 million.

CBS Sales Rise Again In Quarter

NEW YORK—CBS, coming off a record sales year in 1973, continues its growth climb, as first quarter sales figures for 1974 rose 22 percent for the Records Group and 9 percent for the Columbia Group, as compared to the same period last year.

Goddard Lieberman, CBS/Records Group president, says that the group's 1974 first quarter was the most successful in the label's history, both domestically and internationally.

Although sales were soft in France and Germany, high sales volumes resulted on the U.K., Holland, Brazilian, Mexican, Australian, Canadian and Japanese markets. Sales for CBS England were 14 percent over budget, despite a mandatory three-day work week during the period.

At shareholders meeting in Atlanta April 17, **Arthur Taylor**, CBS president, stated that "although we face severe cost pressures, particularly in the area of recording talent, and the vinyl from which records are made is still in short supply, long-term contracts are helping to assure the vinyl supplies we require, and careful planning has helped to control cost increases." Measures taken to halt deterioration of profit margins have also started to show positive results, he said.

Capitol Industries —EMI Exetend Tender

LOS ANGELES—Capitol Industries-EMI Inc. has extended its cash tender offer for all remaining 1,350,000 outstanding shares—about 30 percent—of common stock held by shareholders other than EMI Ltd., London.

The \$15 a share offer, which was to have expired April 15, will be extended to May 6. As of April 4, Capitol had purchased 1,199,792 tendered shares, leaving only about 168,000 shares outstanding.

In view of the number of shares already tendered, the American Stock Exchange has notified Capitol it was initiating action to delist the company's common stock.

Although the tender offer already has reduced public holdings of Capitol's common below ASE guidelines for delisting, Capitol has requested the Exchange to defer the effective date of the delisting until at least May 6, noting that no assurance can be given that its request would be acted upon favorably.

Market Quotations

As of closing, Thursday, April 18, 1974

1974 High	Low	NAME	P-E	(Sales 100's)	High	Low	Close	Change
43%	9%	Admiral	—	—	—	—	—	—
28%	21%	ABC	9.0	779	25%	23	25%	+ 2%
4%	3%	Ampex	8.1	153	3%	3%	3%	+ 1/4
3%	2%	Automatic Radio	8.4	36	3	2 1/2	3	+ 1/4
9%	7%	Avnet	4.4	283	8%	7%	8%	+ 3/4
25%	19%	Bell & Howell	6.4	560	22%	20	22%	+ 2 1/2
15%	5%	Capitol Ind.	8.6	5	15%	15%	15%	Unch.
35%	25%	CBS	11	611	36%	34%	36%	+ 1 1/2
4%	2%	Columbia Pictures	—	277	2%	2%	2%	— 1/4
3	1%	Craig Corp.	3.5	61	2%	2%	2%	+ 1/4
6%	3%	Creative Management	57	40	4%	4%	4%	Unch.
54%	35%	Disney, Walt	28	1402	46%	44%	44%	+ 1
3	2%	EMI	6.3	30	2%	2%	2%	— 1/4
29%	22%	Gulf + Western	5.1	344	26%	25%	26%	+ 1/4
8 1/2	6	Handleman	5.9	80	7%	7%	7%	+ 1/2
12	11	Harman Ind.	4.0	46	12	11%	11%	— 1/4
7%	5%	Lafayette Radio Elec.	4.0	111	6 1/2	6	6 1/2	+ 1/4
17%	14%	Matsushita Elec. Inc.	6.9	907	17%	17	17%	+ 1/2
25	19%	MCA	7.9	101	24%	23	24%	+ 1 1/2
15%	9%	MGM	8.5	37	13	12%	13	Unch.
80%	68 1/2	3M	2.8	905	75%	74%	75%	+ 2
8%	5	Morse Elect. Prod.	2.8	905	5%	5%	5%	— 1/4
61%	40%	Motorola	19	1006	57%	54%	56%	+ 2 1/2
23	17%	No. Amer. Phillips	5.4	86	20%	19%	20%	+ 1/4
19%	13%	Pickwick Int.	8.7	104	17	16%	17	+ 3/4
6 1/2	5	Playboy	5.9	59	5%	5%	5%	— 1/4
21%	17%	RCA	8.1	2313	18%	18	18	— 1/4
29%	20%	Sony	19	1373	27%	27%	27%	+ 3/4
25	18%	Superscope	4.8	156	20%	19	20%	+ 1 1/4
26	17%	Tandy	12	843	24%	23%	24%	+ 1 1/4
6%	4%	Telecor	5.6	67	6%	5%	6%	+ 1 1/4
3%	2%	Telex	—	148	2%	2%	2%	— 1/4
2 1/2	1%	Tenna	—	32	1%	1%	1%	Unch.
10%	8%	Transamerican	6.8	1154	8%	8%	8%	— 1/4
9	5 1/2	20th Century	9.0	84	8%	7%	8	+ 1/4
1%	1	Viewlex	—	66	1.04	1.00	1.04	Unch.
18 1/2	9%	Warner Communications	5.7	380	13%	13	13%	+ 1/4
31%	24%	Zenith	8.8	538	25%	25%	25%	— 1/4

As of closing, Thursday, April 18, 1974

OVER THE COUNTER*	VOL.	Week's High	Week's Low	Week's Close	OVER THE COUNTER*	VOL.	Week's High	Week's Low	Week's Close
ABKCO Inc.	20	1%	1 1/2	1 1/2	M. Josephson	37	8 1/2	8 1/2	8 1/2
Cartridge TV	—	.03	.03	.03	Schwartz Bros.	9	1%	1%	1%
Data Packaging	3	5	5	5	Wallich's	—	—	—	—
Gates Learjet	104	8 1/2	7 1/2	8 1/2	Music City	—	—	—	—
GRT	—	1 1/2	1 1/2	1 1/2	NMC Corp.	—	—	—	—
Goody Sam	—	1 1/2	1 1/2	1 1/2	Orrox	26	1 1/2	1 1/2	1 1/2
Integrity Ent.	—	—	—	—	Kustom	72	3 1/2	2 1/2	2 1/2
Koss Corp.	9	8%	8%	8%	Memorex	—	—	—	—

*Over-the-Counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation. The above contributed to Billboard by Bache & Co., members of the New York Stock Exchange and all principal stock exchanges.

Earnings Reports

COLUMBIA BROADCASTING SYSTEM				NORTH AMERICAN PHILIPS			
1st qtr. to March 31:	1974	1973		1st qtr. to March 31:	1974	1973	
Sales	\$414,500,000	\$363,700,000		Sales	\$189,846,000	\$163,163,000	
Net cont. oper.	20,900,000	b17,100,000		Income	6,616,000	6,020,000	
Net disc. oper.	—	c5,200,000		Special credit	—	c503,000	
Net income	20,900,000	22,300,000		Net income	6,616,000	b6,523,000	
Per share	.73	.78		Per share	.65	a.67	

a—Estimated, b—Equal to 60 cents a share, c—Primarily from the sale of the New York Yankees.

WALT DISNEY PRODUCTIONS				CRAIG CORP.			
2nd qtr. to March 31:	1974	1973		9 mo. to March 31:	1974	1973	
Revenues	\$92,206,000	\$87,198,000		Sales	\$46,278,000	\$41,676,000	
Net income	9,208,000	10,406,000		Income	1,835,000	1,269,000	
Per share	.32	a.36		Special credit	b186,000	c65,000	
Revenues	171,081,000	156,235,000		aNet income	2,021,000	1,334,000	
Net income	15,097,000	15,430,000		ePer share	.59	.40	
Per share	.52	a.53		Average shares	3,105,000	3,150,000	

a—Adjusted to reflect a 2 percent stock dividend paid in January 1974.

VIEWLEX INC. (Buddah Records)			
3rd qtr. to Feb. 28:	1974	1973	
Sales	\$11,813,000	\$10,757,000	
Net loss	510,000	6,981,000	
Sales	38,104,000	37,475,000	
Loss before tax	317,000	7,262,000	
Income tax	36,000	a512,000	
Net loss	353,000	6,750,000	

a—Credit.

RCA CORP. (RCA Records)			
1st qtr. to March 31:	1974	1973	
Revenue	\$1,081,600,000	\$1,013,600,000	
Net income	34,800,000	41,700,000	
Per share	.45	.54	
Average shares	74,444,000	74,525,000	

Duke's 75th Salute

Continued from page 3
the Duke Ellington Society of New York and the Duke Ellington Birthday Committee are tied into a concert in Manhattan Friday (26).

The Danish TV-Radio Orchestra will showcase Ellington's music on his birthday with a series of shows. Trumpeter Clark Terry recently flew to Copenhagen to conduct the orchestra and appear as guest soloist.

Last year, American television toasted the Duke with a 90-minute special on CBS, "Duke Ellington... We Love You Madly." The show on Feb. 11, 1973, was a tribute to the man, conceived and performed primarily by his associates in the business.

The governmental salute is primarily Duke Ellington as performed by Ellington himself.

CBS Changes Name

NEW YORK—Columbia Broadcasting System is changing its name to CBS Inc. A filing has been made with the Secretary of State of New York, and the firm's listing on the New York Stock Exchange has been relocated alphabetically.

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NARM photo

SOLID RELATIONSHIP—Hal Cook, Billboard's former publisher, participates at a recent NARM convention involving panel members from the left: Norm Weinstrofer of Musical Isle; Lou Simon of Phonogram; Stan Cornyn of Warner Bros.; Russ Solomon of Tower Records, and Bruce Lundvall of Columbia. NARM's new board of directors will attend the City of Hope testimonial dinner to Cook June 6 at the Beverly Hilton.

Unlicensed Duplicators File Appeal In Copyright Fight

OKLAHOMA CITY—The U.S. Court of Appeals here has been asked to reconsider its decision holding that unlicensed duplicators may not claim sanctuary under the compulsory license provision of the Copyright Act.

At presstime, it was learned that May 13 was set as hearing date, with judges probably convening in Denver.

Deemed an important blow against the practice of unlicensed duplication of recorded material, the appellate decision favoring E.B. Marks Music was handed down by the court Feb. 28 (Billboard, March 16). It reinforced an earlier and similar decision by an appeals court in Arizona.

Unlicensed duplicator defendants in the case here are Colorado Magnetics Inc., d/b/a Sound Values

Inc., Sound Values Marketing Corp., Magnetic Recorders Corp., and Randy Sherman and Harry Cummings Jr.

Their position for a rehearing alleges that the court "overlooked" and "misapprehended" several key factors in reaching their three to one decision. The document claims that the duplicators' use of recorded material is, in fact, similar to that of Ampex, insofar "as the owner of the copyrighted composition is concerned," an argument the court had ruled against.

The petition also asks the court "to reconsider the copyright issue in this case in view of the portions of the 1971 amendment specifically amending the remedial rights of the owner of a copyrighted musical composition." In addition, it charges that the decision "is in direct conflict with the rationale of the Goldstein decision."

The petition says that the Goldstein decision specifically noted that Congress had no wish "to protect, nor to free from protection, pre-Feb. 15, 1972, recordings. But under the Oklahoma ruling, the petition suggests, "even if a state were to enact a law freeing such recordings, the copyright owner of the musical composition could enjoin the duplicating activity."

No date has yet been set for the rehearing. The duplicators may remain in business until a decision on the petition is rendered.

NARM Board

• Continued from page 1

The new NARM board includes: Dave Lieberman, president; Jay Jacobs, vice president; Dan Heilicher, secretary; Jack Silverman, treasurer; plus directors John Cohen, Norm Hausfater, David Press, George Souvall and Peter Stocke, last year's president.

Membership in the manufacturers advisory committee will be made following a meeting between Jules Malamud, NARM's executive secretary, and president Lieberman.

PIRACY ACTIVITY

Contraband Tape Dealers Get No Sympathy in L.A. and Idaho

LOS ANGELES—Tape pirates here and in Idaho are finding increased disfavor for their activities by governmental agencies.

Six local defendants, who pleaded guilty to selling pirated tapes, mostly Latin, were given a \$250 fine or 10 days in jail and a summary probation.

The defendants, pleading guilty before commissioner Meyer Newman, included Paul Pinhas, owner of Paul's Electronics; Morris and Abraham Bernato, owners of Leeds Imports; Charles Zaghera of Zaghera

Brothers; Neal Miller of Neal Imports, and Gideon Hasson of F&H Discount.

All the locations where the approximately 5,000 tapes were confiscated as contraband were in the downtown Los Angeles area.

They had been arrested in raids last December by the Los Angeles police department in conjunction with the city attorney's office.

Five additional defendants will be arraigned Monday and Tuesday (22,23). All those pleading guilty have been warned not to have any-

thing to do with selling and distributing any sounds which have been transferred onto tape without the permission of the owner, or to be associated with any firm engaging in such activities.

In Idaho, a bill passed by both houses of the state legislature before it adjourned, permitting anyone to manufacture and sell pirated sound recordings if a two-cent royalty was paid to the owner of the master, was vetoed by Gov. Cecil C. Andrus.

Andrus indicated that the measure would "legalize, rather than prohibit tape piracy."

NEWSMAKER

Alexenburg Turns Epic to Gold

By JIM MELANSON

NEW YORK—How do you turn a label around in four years, picking up a 62 percent growth in sales along the way? Ask Ron Alexenburg, vice president of Epic Records. He's done it.

Named to head CBS' Epic operations in August of 1970, Alexenburg, then the youngest vice president in Columbia's history, brought an array of skills to Epic's helm—having previously served as director of national promotion for Columbia Records, and before that having promoted product for a Chicago-based independent distributor.

Alexenburg, now guiding one of the hottest soul and country labels on the market, prides himself on the fact that he not only knows the sales chain, but has worked it personally—from the bottom to the top, or from selling records over the counter to his present position.

"When I first joined Epic, there were two singles coming off the charts. And that was the extent of the label's market action at the time," says Alexenburg. Last year, between Epic and its custom labels, 23 gold records were produced.

Alexenburg now talks about 34 gold disks in 1974, "or maybe 44 in '74 would be more appropriate," he jokes, but with a serious look in his eyes.

A great deal of his confidence comes from the staff he has surrounded himself with, and he is the first to admit it.

"Stan Monteiro is one of the finest

national promotion men in the business, and he has proven it here. Stan, as well as Jim Tyrell, vice president of sales, among others, have continually reflected the energy and drive which is placed behind new Epic and custom releases. Whether it be rock, r&b or country music product, the team effort is there on every release—and that is what produces results," states Alexenburg.

Those results have meant national prominence for such artists as Charlie Rich, Sly & the Family Stone, Billy Paul, Harold Melvin & the Blue Notes, the O'Jays, MFSB, and Charlie McCoy, among others. Each artist, explains Alexenburg, has also produced strong results when it comes to crossing over product on the market.

When not traveling the country looking to sign new talent or following up marketing campaigns, Alexenburg, operating out of the 13th floor, is constantly eyeing the growth patterns of Epic's custom and distributed family of labels, including Philadelphia International, Mums, T-Neck, Invictus, Kirshner, Blue Sky, Monument and the Stax Organization. He notes that over the same four-year period Epic, together with its custom/distributed family, has produced a 245 percent increase in sales.

Although part of a major corporation, Epic has been able to operate as if it were an independent label, stresses Alexenburg. He says that an "independent's attitude" has permitted them to pursue both production and sales goals with fewer obligations—allowing them to emphasize quality performance throughout.

That independent attitude came into play on the black retailing and one-stop levels, when CBS permitted Epic to extend its credit system to help black businesses develop in their own communities, explains Alexenburg. "They helped us, and I saw no reason why we shouldn't be helping them."

Independent thinking is also one of Alexenburg's personal traits, and he sees the "million seller mark" for record sales as a thing of the past. He feels that the industry has lulled itself into thinking that if a particular product turns gold it has achieved the highest plateau of success. Alexenburg prefers to visualize the day when industry marketing and promotional techniques will achieve multi-million sales levels.

Meanwhile, he feels that new markets are opening for both country and r&b products. He points to the growing acceptance of country



CBS Photo

Ron Alexenburg, Epic Records vice president: label's growth to continue.

acts in Northern markets, as well as the increasing potential an r&b song has in crossing over into the pop field.

Label executives at Epic and Philadelphia International feel that the r&b market impact has been so strong as to necessitate across-the-board representation in both stereo and 4-channel configurations. Both labels will be releasing SQ product on a number of their top acts in May (Billboard, April 20).

Heavily involved with his artists, Alexenburg also is keeping a close eye on the business affairs. He says he is watching the vinyl situation closely, but that there is no immediate problem. All commitments to custom production schedules, as well as in-house production, will be met. Possibilities of expanding the use of television as a promotional and marketing tool are also being considered.

Alexenburg believes in a creative approach and the drive to back it, both for himself and staffers. And, if he has his way, each quality will continue to translate into product sales and growth for Epic and its family of labels.

FBI Search Seizes Tapes, Duplicators

NEW YORK—Under a consent-to-search agreement, FBI agents in Newark, N.J., recently confiscated some \$35,000 worth of tape duplicating equipment, about 8,000 tapes and 100 masters from RPM Duplicators, Inc., a Medford, N.J. firm.

Ron Obsgarten, Philip Obsgarten and Marvin Rabin, principals of the firm, were not arrested. The U.S. Attorney in Newark has not yet scheduled a hearing.

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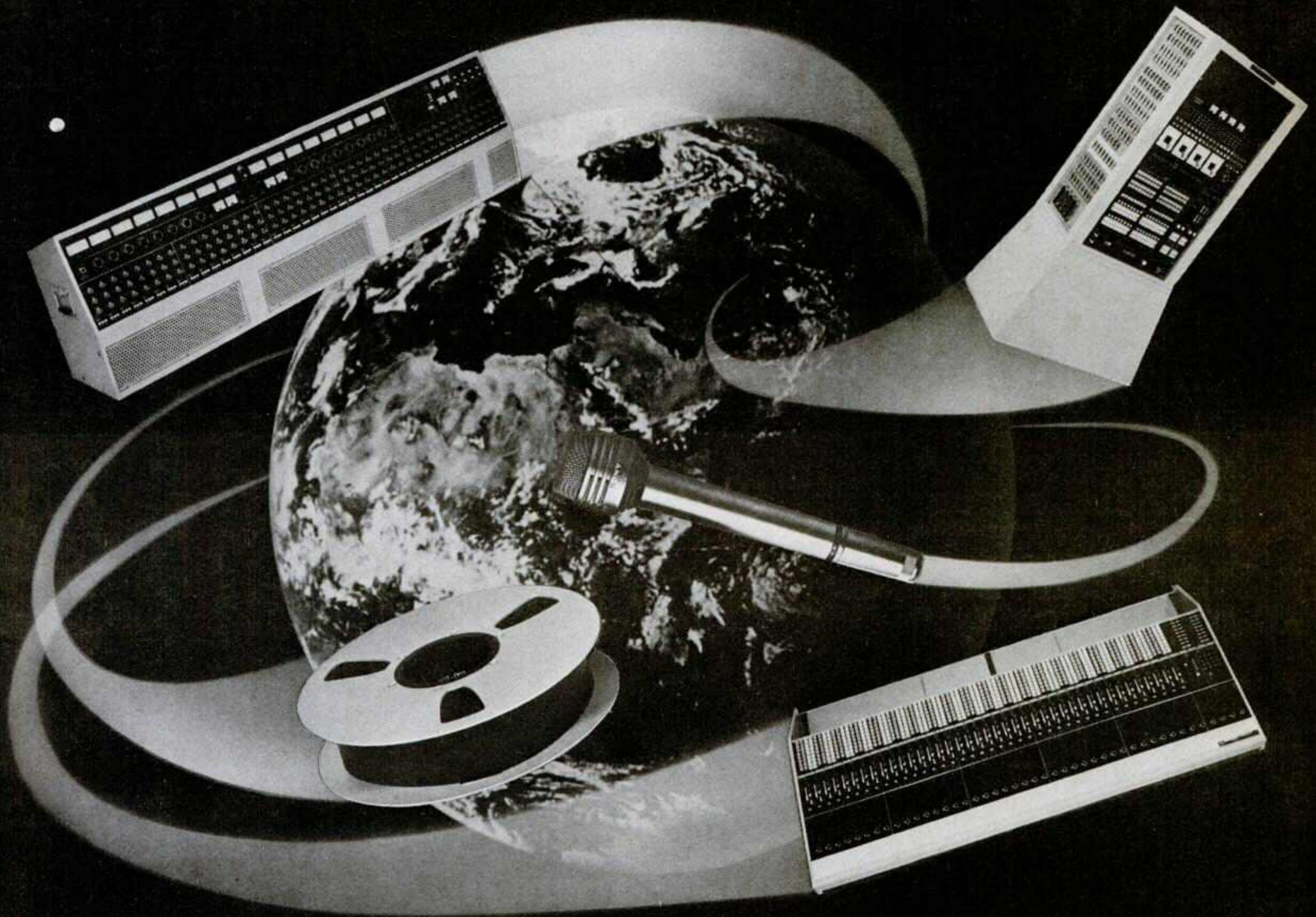
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Talent

Jerry Heller's Agency Books Rock Acts In Salable Packages

By NAT FREEDLAND

LOS ANGELES—Jerry Heller preaches that the personalized independent booking agency has its best chance ever at big money in rock, a situation he parallels to the breaking up of the big movie studio system.

Heller's 4-year-old Beverly Hills agency bookings grossed \$1.9 million during its first year, \$3.7 million the second and \$5.8 the third. He expects an artist gross of over \$7 million when the fourth-year tallies are added up.

By his own account, Heller is a millionaire who rises at 5:30 a.m. weekdays to watch the stock market ticker telecasts and rarely leaves his



Billboard photo
Agent Jerry Heller: the independent shops have a promising future.

agency office till nine in the evening.

His office staff consists of six agents and four secretaries. "Frank Barsalona's Premier Talent has more power in rock than any other booker, and all they've got in New York is five agents," says Heller.

"Yet they've been a dominant force in setting big tours for loud rock stars like the Who, Grand Funk Railroad, Black Sabbath, Humble Pie and Black Oak Arkansas. They also haven't done badly for writers-singers like Carly Simon, Van Morrison and Cat Stevens."

Although the name of Jerry's agency is still Heller-Fischel, he bought out Don Fischel's partnership in February. Fischel is now packaging some independent TV productions.

Heller started in the agency business in 1963 after college and graduate business school, some stock investment experience and military service. He put in stints at Coast Artists, Associated Booking and Chartwell before stepping out on his own.

His independent operation has been a success despite having a minimum of superstars on the roster. At the moment, the biggest names on his 17-client roster are Dr. Hook & the Medicine Show, Guess Who and Johnny Rivers.

"We still get \$600,000 a year for Grass Roots dates although they haven't had a hit record in several years," says Heller. "I'd much rather have a list of medium-priced headliners who can be kept working steadily, than build a whole agency around one superstar who can walk out and leave you in deep trouble any time. This happened to one very promising new L.A. agency last year. They lost their superstar and had to close."

Gladys Knight, Mathis Set For Newport Jazz Festival

NEW YORK—Several top pop artists including Johnny Mathis, Gladys Knight & the Pips, the O'Jays, and Kool & the Gang, will appear at this year's Newport Jazz Festival scheduled to get underway in New York City on June 28.

Diana Ross' appearance at the festival is scheduled for July 7, when she will appear with top jazz musicians at Radio City Music Hall in a special program, Jam Session for Diana (Billboard April 13).

Mathis' appearance at the festival

Heller believes that a key factor in keeping acts working between or after hit records is to tour them in salable packages. "You can't be greedy and just package your own clients together. We've had very profitable Guess Who tours, teaming them with Joe Walsh or Steely Dan, neither of whom are our clients. This summer we're trying to work out a package of the Guess Who and Billy Preston."

Heller's agents do not divide up the country geographically, the usual booking office practice. "I have my guys working with the promoters they get along with best, no matter where the promoter is located."

According to Heller's historical view of the talent agency business, it was founded in its modern form by Jules Stein of MCA and Joe Glaser of ABC, both deceased, and Willard Alexander, whose agency still bears his name.

"At the start of these three men's careers, they were more like personal managers looking out for every facet of their artists' careers," says Heller. "Then with the overwhelming craze for big bands, they became tremendously powerful and built-up large organizational structures. That's why a new kind of personal manager came to the fore in order to deal better with an individual artist's overall business needs."

Heller feels that the pendulum has swung back toward more personal, smaller rock agencies, reflecting an increasing fragmentation of the entire entertainment industry.

He also sees a positive new factor for the touring artist in a resurgence of recently opened rock clubs throughout the East and South.

is scheduled for July 3. He appeared in two performances at Avery Fisher Hall on a program titled, Jazz Salute to the American Song, along with such popular jazz artists as Bobby Short, Stan Getz, Gerry Mulligan, Bobby Hackett, Jackie & Roy and Ruby Braff and George Barnes.

Gladys Knight & the Pips, Kool & the Gang, the O'Jays and Billy Eckstine are due to appear on July 3 at the Nassau Coliseum on a program titled, "Schlitz Salute to Jazz and Soul." (Continued on page 19)



Neal Preston photo
HOBBIT SPLITS—Paul Williams (seated) is 42 lbs. slimmer and also shedding his six-year association with A&M's Irving/Almo Music as he signs his Hobbitron Music to a split-publishing deal with 20th Century Music. Standing from left: Williams' manager Denny Bond and attorney Seymour Bricker, 20th Music president Herb Eiseman.

Talent in Action

PAUL WILLIAMS PATTI DAHLSTROM Troubadour, Los Angeles

A truly satisfying double bill brought together April 9 a pair of performers who could well be teamed effectively at future room dates.

The remarkably slimmed-down Paul Williams now looks small and cute, instead of small, cute and strange. His rap between songs remains as strange as ever though, befitting his background as a former actor who used heavy TV talkshow appearances to progress around his lack of a hit single.

The Williams voice is an oddly appealing old-man's croak that, as time goes on, conveys more and more of the melodic sweep behind the beautiful songs he has written such sensitive lyrics for.

With various partners and on his own, Paul Williams has created a body of work that makes for an extremely impressive set. His backup group is so good, they sometimes tend to overwhelm his fragile vocalizing if he isn't miked exactly right.

Patti Dahlstrom, one of 20th Century's talented writer-singer stable, has a pretty sound, a laidback, casual style and good group. Strangely, each song she did was better material than the ones before, till she climaxed her set with the very strong "Emotion." Her unpretentious but high-quality music was a perfect setup for the quirkiness of Paul Williams' approach. NAT FREEDLAND

BUZZY LINHART

The Castaways, New York

Buzzy Linhart is musically alive and well. True, the phrase has been used before, but in Linhart's case it takes on added meaning, as this is one artist who, over the years, has travelled a fluctuating path when it comes to market acceptance.

Actually, there seems to have always been two Linharts—the one who cuts records and the

one who performs live. At this gig at the Castaways April 3, the better half showed up, totally turning on a receptive house.

He was not completely alone, though, as the 'other half' did tag along to plug selections from his Atlantic Records debut LP, "Pussycats Can Go Far." And this time around, it seems, the two hit it off from the start.

With material being 100 percent of Linhart origin, the set flowed with a buoyancy and crispness of sound. Linhart, always the creative writer, worked both the material and his stage skills to the fullest, often switching from the vibraphone to the electric guitar—and back again. Backup was also fine, providing a tight musical format behind Linhart's vocals.

A Linhart set would not have been complete without his well known "Friends," but high-points came from such album selections as "You Don't Have To Say Goodbye," "There It Goes Again" and "If You Can't Join 'Em, Beat 'Em." Another life in the career of Linhart; but, if this set is any indication, it might be the one that the 'two' Linharts and a bunch of fans have been waiting for. JIM MELANSON

POCO

Academy Of Music, New York

Though Poco has amassed a large following in the city over the past four years, they have continually expressed a frustration over never having that one commercial single or album to dent the charts like some of their contemporaries have managed to score with. The fact that Poco's albums, especially their two recent recordings, "A Good Feelin' To Know" and "Crazy Eyes" have contained tracks which must be considered minor classics in their field have not yielded substantial sales.

Even without the guiding spirit of founding member Richie Furay, Poco are standing firm in their stylistic approach which encompasses tight three part vocal harmonies and the fluent guitar work of Rusty Young's lucid pedal steel. (Continued on page 17)

Blue Swede Producer Looks for That Hook

By BOB KIRSCH

LOS ANGELES—Certainly one of the most successful records of the young year, and also one of the most unusual, has been Blue Swede's "Hooked on a Feeling," a No. 1 disk in the U.S. and the first No. 1 record for the EMI label here.

Bengt Palmers, producer of Blue Swede, visited L.A. recently and says, "I had been working with the band's lead singer, Bjorn Skifs, for almost a year before we got the group together."

"The reason we decided to form a group is that it's sometimes hard to be a solo artist in Sweden. You have to tour with pickup bands often and it's just easier if you have a base."

Once the group was formed and went out on the road, Palmers heard Jonathan King's version of

"Hooked" and decided it would be perfect for live appearances. "It went over so well, with the unique arrangement, that we cut it as a single," Palmers says. "It was a No. 1 hit in Sweden in May last year. The band has since had three No. 1 singles in Sweden, where they are known, interestingly enough, as Bjorn Skifs and the Blablu, the name of the group being slang for denim."

Palmers is also working with a number of other bands in Sweden, and he feels that at least five have potential for the U.S. market. One of them, Landslaget, already has a single out here on EMI.

As a producer, he feels that his job is "to put all the pieces together. I have a specific idea of what I want

before I go into the studio; I have any charts that might be needed ready and I try to offer as much instruction as possible without interfering with the band."

"As for singles," Palmers continues, "I'm really a singles freak. I love making them and one thing I always try and do is make sure the record has a hook of some kind. There has to be an immediate impact the first time you hear a song if it's going to be a hit."

Palmers adds that radio is very important in Sweden, primarily because there are very few stations and these are government owned, as in England.

He also feels that while "Hooked" was not made with the U.S. market in mind, the fact that it hit so quickly

is an indication of the "open-minded attitude of U.S. disk jockeys. They don't really care about the national origin of a record. They seem to be more interested in whether it is good music."

"By the same token, I think that the singles market around the world is beginning to get more lively again. Artists and producers are placing more emphasis on good singles rather than worrying only about LPs."

Palmers says that Blue Swede will probably tour here in the fall, and that Landslaget may also be along. As for Palmers, it appears that his work as a producer will continue to be successful. He released 17 singles in Sweden last year, and 16 of them hit the charts.

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Rolling Stones Excitement Captured In New Movie

NEW YORK—The Rolling Stones 1972 American tour is now a movie, as was their 1969 tour in "Gimme Shelter."

The new film is an ambitious and well conceived undertaking which projects the audience into an atmosphere of actually attending a live performance via the use of a quadraphonic sound system, the elimination of opening and closing titles and no superfluous dialog.

"Ladies and Gentlemen..." was not filmed at any one concert but rather is a collection of the better offerings from three or four shows with particular emphasis on the Madison Square Garden appear-

ance. The individual songs, provided they were not done in consecutive order at any one concert, were separated by screen blackouts and off-camera audience reaction. The blackouts never lasted more than a few seconds which further enhanced the machine gun peace of the 90-minute film that seemed much shorter.

The Rolling Stones are consummate showmen and every bit of their electric stage presence is captured by the camera. From Mick Jagger's unsexual posturing with the one hand coquettishly on his hip, to Bill Wyman's loose-jointed arrogance, to the stoically presented rhythms of Taylor, Richards and Watts—it's all there. The group modestly referred to as "The World's Greatest Rock and Roll Band" more than lives up to its billing.

Only quibble is that there weren't enough change-of-pace ballads to vary the film's movement. Only the classic "Love in Vain" slow blues and the wind-down ending of "Midnight Rambler" gave the audience a respite in an overwhelming piece of music history.

The movie is an independent production and release. Production company is Dragon-Aire with Rolling Stones label chief Marshall Chess as executive producer and Rollin Binzer directing. "Ladies and Gentlemen..." will play limited engagements in a few cities at a time with several tons of quadraphonic sound equipment traveling to each theater.

Cruise to Jump With Jazz Stars

NEW YORK—Jazz buffs can cruise to Nassau and Bermuda and enjoy the artistry of Ray Charles, Ella Fitzgerald, Dizzy Gillespie, Oscar Peterson and Bobby Hackett aboard the Rotterdam departing May 25.

The Holland American line in association with Exprinter International has set up Showboat I as the name for the seven-day cruise. Passengers will have the opportunity to sit in on jam sessions and conduct panel discussions with the performers.

In the past Cunard has sponsored jazz cruises.

Continued from page 16

The group now has a formidable backlog of material to draw upon, recorded through the course of their seven albums, including the upcoming, "Seven," yet their show at the Academy Of Music on April 5 did not contain the spark of vitality which their previous performances have been able to ignite. The spright country funk of songs like "A Good Feelin' To Know" and "C'mon" was all but lost in the din, and paled next to their recorded versions, but the new material they debuted, especially "Skatin'" and "Drivin' Wheel" sounded like it had the potential to connect in a bigger way than anything they have done in the past. **BARRY TAYLOR**

TEX WILLIAMS JOE & ROSE LEE MAPHIS *Palomino, Los Angeles*

There may be an influx of new talent into country music, but the veterans still have a lot going for them, as their Saturday (13) appearance of Tex Williams and Joe and Rose Lee Maphis here illustrated.

Williams, currently on Granite Records, has a fine voice and struck up a fast rapport with the crowd through humorous anecdotes and a gen-

Talent in Action

erally friendly manner. As well as singing his biggest hit, "Smoke, Smoke, Smoke," he also ran through a variety of other material, including "The Night Miss Nancy Ann's Hotel for Single Girls Burned Down" and a narrative of the Pledge of Allegiance. Williams had Capitol Records' first country million-seller almost 30 years ago, and he showed here that he is still a fine performer who can hold his own as a headliner.

Joe and Rose Lee Maphis offered an entertaining set with Joe playing superb guitar, as well as doing a fine job on fiddle and banjo. Rose Lee handled most of the singing, including hits she's written for stars like Connie Smith. Joe's brother Bob joined for some top-notch guitar and banjo work. **BOB KIRSCH**

ELECTRIC LIGHT ORCHESTRA STEELY DAN *Fisher Hall, New York*

Of all the groups to have attempted a fusion of rock and classical strains, none have achieved the depth or notoriety of the Electric Light Orchestra. Since their formation a couple of years

ago, they have soared to dizzying heights, but they have also been faced with a series of problems—both personal, and in the nature of their musical presentation. The recent acquisitions of violinist Mik Kaminsky and cellist Hugh McDowell seem to have broadened the melodious range of the group, while at the same time striking an accord between those disparate elements which threatened to erupt. The group currently appears to show more regard for rock than classics, but their full potential is still a long way from being fully realized.

Their performance at Fisher Hall on April 3 was dominated by the material from their latest United Artists album, "On The Third Day," providing them with opportunity to display moderation and refinement, especially in the sparkling use of the harmonious interaction between Richard Tandy's synthesizer and the string section of Kaminsky, McDowell, and Mike Edwards. Still, it was the rockers like "Ma Ma Ma Bell," and those spiced with a tinge of classical aplomb which brought the audience to their feet and racing down the aisles. The most recent of these include "Day Tripper," which segues into Mozart's Piano Concerto in C before returning to

(Continued on page 18)

Howard Rose Forms Agency

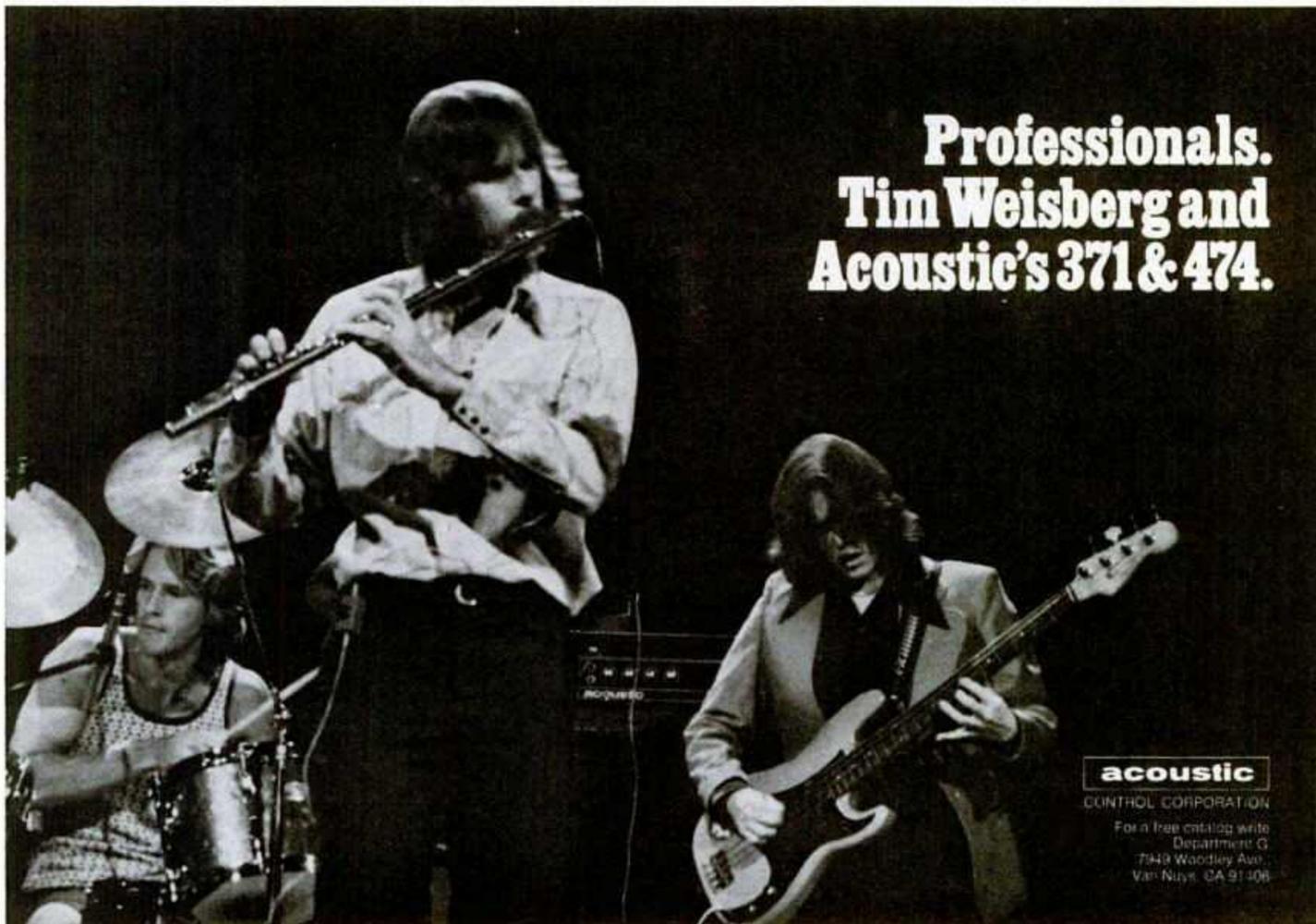
LOS ANGELES—Howard Rose, formerly Elton John's agent at IFA, has formed an agency here under his own name. Charter client roster is Elton, Three Dog Night, Steely Dan, Kiki Dee and Harriet Schock.

Elton thought enough of Rose's work on his last U.S. tour to gift the agent with a Rolls-Royce. And when Rose set up his own shop, Elton reportedly sent IFA an exit telegram saying, "My future is Rose-y."

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Talent Talent in Action

• Continued from page 17

the theme of the Beatles' song, but "Roll Over Beethoven," which has already become something of a cliché, and the ponderous "Hall Of The Mountain King," which gives way to "Great Balls Of Fire" are exquisite in their performance and delivery.

It was unfortunate that the group's madcap antics were not used to liven up some of the sluggish interludes, but the ELO left the definite impression that their music was still evolving and that the best has yet to come.

Steely Dan, who opened the show, seemed to be up against a phantom jinx the entire evening—battling against a sketchy sound mix which at one point forced them to stop midway through a song, and an audience whose patience grew thin as the evening wore on. "Do It Again" and "Reelin' In The Years" bought them a short reprieve, but for the ABC recording artists, it was a long night. **BARRY TAYLOR**

ENCYCLOPEDIAS OF SOUL JOHNNY'S DANCE BAND

The Castaways, New York

A combine of some of the top studio men on the market today, the Encyclopedias of Soul laid out a solid package of good vibrations during the weekend appearance here March 29-30.

Formed and headed by bassist Gordon Edwards, the group includes the likes of Cornell Dupree, guitar, Charlie Brown, sax, and Herb Lovelle, drums. Throw in vocalists Keith Williams and Esther Macrow, and the results score this group, although unsigned, as one of the tightest, slickest bands available.

Moving through a number of r&b selections, as well as pop/rock tunes, the band pulled out all the stops along the way. They were as balanced as smooth in providing excellent backup for Williams and Ms. Macrow's selections—all of which marked both singers as creative and skilled professionals. Although primarily studio men, and having played a backup role here, this is one group that could tie it together on any number of fronts.

Johnny's Dance Band, also unsigned, opened the bill. The talent was there, as the five-man/one woman vocalist group wove their way through mostly original material. Still a bit unpolished in stage presence, the band shows glimpses of potential with the proper handling and material. **JIM MELANSON**

HAWKWIND MAN

Academy Of Music, New York

While Hawkwind has developed into something of an institution in England over the last few years, they are still finding the going rough in this country on their second tour. At the Academy Of Music on April 10, they played before an oddly complacent coterie of fans who absorbed their cosmic incantations, thanked them, and walked out like re-charged androids.

The only difference between last November's "Space Ritual" and this month's "1999 Party" concept seemed to be a noticeable increase in their decibel output.

Playing from out of shadows for most of the evening, the musicians, with the exception of saxophonist Nik Turner, who was resplendent in a green frog's costume, opt for anonymity, leaving all the visuals to Liquid Lens' Optics, a very capable crew. The group's sound is dominated by guitarist Dave Brock's power chording which is at the core of the wall-of-sound bombast, with the mellotron and saxophone used to heighten the intensity rather than create melody. The lyrics are not sung as much as they are chanted, with Turner occasionally stepping out to recite some of the most ludicrous lyrics ever set to a page.

Man, a Welsh group on their first American tour since their inception six years ago, leaned heavily on their longer numbers like "Spunk Rock" and "C'mon." The rhythm section of drummer Terry Williams and bassist Ken Whaley provided a strong bedrock foundation over which guitarists Mickey Jones and Deke Leonard floundered with half-baked ideas and divergent solos which never crystallized into a cohesive statement. The one exception to this was during Leonard's "A Hard Way To Live," a compact rocker off his "Iceberg" album, which provided a few minutes of the best music heard all evening. Both Hawkwind and Man record for United Artists. **BARRY TAYLOR**

BILLY COBHAM THE CREDABILITY GAP

Bottom Line, New York

Billy Cobham, once the backbone of the Mahavishnu Orchestra, and now fronting his own eight piece band made a most impressive debut four day engagement at the Bottom Line last week, bulldozing through material from both the "Spectrum" and the new "Crosswinds" albums in addition to playing one devastating number which has not yet been recorded.

By Cobham's second night (April 12), the jitters subsided and the group served up a well played ebullient set led by Cobham and conga player Lee Pastora, who also showed considerable technique and sophistication.

With this band, Cobham has succeeded in creating an outfit of enormous potential—equally fluent in both jazz and rock, and capable of playing subtle passages like "Heather" as well as the more trenchant numbers like "Taurian Matador" and "The Pleasant Pheasant," which are enforced by the rich brass section of Mike Brecker, saxophone; Randy Brecker, trumpet; and Glen Ferris, trombone.

If there was ever any question as to whether another jazz/rock fusion could sustain themselves in what has already become an over-populated field, Cobham's band has already laid these doubts to rest. Not only should the Atlantic group be able to survive, but before long, they will probably be setting the pace.

The Credability Gap is a comedy quartet whose routines are drawn from the most obvious sources imaginable—Watergate, wiretapping, kidnapping, and TV commercials—making their material uncomfortably predictable. A sketch which satirized the Osmond Brothers saw the Reprise recording artists romping through their funniest bit, an original song titled "You Can't Judge A Book By Its Hair." **BARRY TAYLOR**

HERBIE HANCOCK CHICK COREA'S RETURN TO FOREVER

Carnegie Hall, New York

It was the first time that anybody had the foresight to put Herbie Hancock and Chick Corea on the same bill, and judging by the full house at Carnegie Hall on April 13, it proved to be a clever maneuver.

In the upcoming months, Corea's Return To Forever will be performing mainly with rock acts which will surely increase their audience, as the group proved that they are well versed in today's popular stream of music and are capable of capturing the interest of the typical rock listener.

Most of the group's repertoire is taken from their latest Polydor album, "Hymn Of The Seventh Galaxy," and includes the imposing "Mothership," which begins with a crisp drum introduction by Lenny White and breaks into a melodic tapestry featuring Bill Connors' serpentine guitar work. Bassist Stanley Clarke excelled in "After The Cosmic Rain," with some rapid-fire staccato playing which he later contrasted with an acoustic bass solo played alternately with and without a bow.

Corea's playing on electric piano is articulate and tasteful. Whether he is soloing or underpinning the texture of the group, his acute awareness of melody and harmony adds a piquant blend.

Return To Forever succeeds where other similar hands have failed because they are aware of their limitations and have a clear idea of what they are trying to strive toward, with their virtuosity being the means of getting closer to it rather than the end itself.

Herbie Hancock is currently fronting a polymorphic ensemble that touches on African, rock, jazz, and electronic rhythms.

Things rolled smoothly for Hancock, who has been riding on the crest of his immensely popular Columbia album, "Headhunters" for the past couple of months, as the group revelled in an updated arrangement of "Watermelon Man" to open the set. This immediately flowed into an extraordinary interlude which featured tenor saxophonist Ben Maupin on an impressive solo, and percussionist Bill Sommers on a variety of exotic instruments.

Hancock fronted the assault through a couple of unidentified numbers, and remained fully in command on both electric piano and clavinet, taking most of the solos and setting an aggressive pace. Hancock finally did himself in at the end of the performance with an indulgent synthesized melange of noise which some irate aficionados responded to with calls of "Play some music!" concluding his set on a dubious note. **BARRY TAYLOR**

Who/ Where/ When

(All entries for Who-Where-When should be sent to Helen Wirth, Billboard, 1 Astor Plaza, New York, N.Y. 10036.)

Campus appearances by artists are incorporated into the listings below. Artists appearing on campus are marked with an asterisk.

EAST

***BLUE MAGIC** (Atlantic): Apollo Theater, N.Y. April 19-25; Rutgers Univ., New Brunswick, N.J. (27).
***BETTY DAVIS** (Just Sunshine): Drexel Univ., Philadelphia, Pa., April 27.

WEST

***DAVE MASON** (Columbia): Auditorium, Long Beach, Calif., April 26; Winterland, San Francisco (27); Univ. of Calif., Santa Barbara, Calif. (28).
OZARK MOUNTAIN DAREDEVILS (A&M): Moore Theater, Seattle, Wash., April 26-28.

MID-WEST

***EAGLES** (Asylum): Univ. of Ill., Urbana, April 25; Aragon Ballroom, Chicago (26); Morris Civic Centre, South Bend, Ind. (27).
JONESES (Mercury): Ruby Gulch, Champaign, Ill., April 26-27.
LES McCANN (Atlantic): Indianapolis Convention Center, Ind., April 22; Gilly's, Dayton, Ohio (23-28).
***OZARK MOUNTAIN DAREDEVILS** (A&M): Kansas State Univ., Manhattan, April 23.
TAVARES (Capitol): Town Hall Ballroom, Kansas City, Kansas, April 26-27.
FARON YOUNG (Mercury): Country Opry, Petersburg, Ill., April 27; Narrow Lake Ballroom, Springport, Mich. (28).

SOUTH

EAGLES (Asylum): Monroe, La., April 22; Rustin, La. (23).
***BILLY JOEL** (Columbia): Catawba College, Salisbury, N.C., April 22; Ark. State Univ., Jonesboro (24); L.S.U. Baton Rouge, La. (27); Univ. of Miss. Oxford (28); Salem College, W. Va. (30).
LA WANDA LINDSEY (Capitol): Sweeney Auditorium, Santa Fe, N.M., April 26.

Telly Savalas to Cohost Music's Tennis Tourney

LOS ANGELES—Applications were sent out last week for the first annual Music Industry Tennis Tournament, according to Morris Diamond, president of Beverly Hills Records and host of the three-day event.

Diamond also announces that film actor Telly Savalas has been named cohost of the tournament which will be held May 24-26 at the Balboa Bay Club at Indian Wells just outside of Palm Springs, Calif.

The schedule includes a no-host cocktail party and dancing May 24, tennis all day May 25, followed by a cocktail party and a barbecue dinner beside the pool, then more tennis May 26, followed by the awards that afternoon.

On the tournament committee are Jay Cooper, Marty Cupps, Bob Levinson and Rick Weiser. Fees include rooms, all tennis fees and tennis pro Conrad Woods is available for tennis lessons. Transportation will be provided to and from the Palm Springs airport. The Balboa Bay Club has six night-lighted tennis courts and adjoins the Indian Wells Country Club Golf Course for those who'd also like to play golf.

For further details, telephone Diamond at: 213-461-4409.

New on the Charts



A&M Photo

OZARK MOUNTAIN DAREDEVILS
"If You Wanna Get to Heaven"—90

A&M's Missouri farmboy rockers, who cut their debut in London with veteran producers David Anderle and Glyn Johns, have worked their way to a chart single that sounds as if it belonged there all the while. "Wanna Get to Heaven" is a near perfect-textbook example of how funky hard-rocking can be structured for contemporary hit AM airplay by clean-cut, uncluttered organization. Lyric is uncomplicated but offbeat, presenting the thought that "If you wanna get to heaven, gotta raise a little hell." Management by Kansas City impresario Stan Plessner, who also guides Capitol's Brewer & Shipley.

Talent

Signings

Lena Zavaroni, 9-year-old English belter with a gold record in Europe, signed with Stax Records for the U.S.

The Eagles, Asylum artists, have signed for booking with IFA.

James Brown has re-signed with Polydor worldwide for both recording and publishing.

The Gliders, four-man Los Angeles soul act to Alva Records. Group's singles debut is "No Time."

Buck Ram's Platters have been signed to an artist/production deal with Phonogram International of Holland, who have been successfully reissuing old Platters masters.

The Hollywood Stars have signed with Columbia. Daddy Warbucks is another new Columbia acquisition. And to sister label Epic goes Nevada-based foursome, Harmony.

Coven, of "One Tin Soldier" fame, signed with Sidney A. Seidenberg Management. Coven currently taping sessions in L.A. with producer Shel Talmy.

Mike Belkin, Midwest concert promotion biggie, set as entertainment consultant for Milwaukee's July 12-21 Summerfest '74.

Buzzy Linhart signed with Atlantic Records. At present, he is touring the U.S. in conjunction with a promotional campaign backing his first Atco LP release, "Pussycats Can Go Far." ... Kate Smith also now with Atlantic Records. Her first single on the label, "Smile, Smile, Smile," is due out shortly. ... Blue Thumb recording artists the Butts Band have signed with BNB for management representation.

Jim Sullins, 24, signed to 20th Century Records as writer-singer. ... Gabriel Kaplan, comedian, signed a five-album deal with ABC/Dunhill.

Hilton, Liszt Trying for a New Contract

LOS ANGELES—The Beverly Hilton Hotel here and Mike Liszt's Marathon Productions have ended their contract for nitery shows in the hotel's ballroom. However, Beverly Hilton general manager John Norlander says both sides are trying to work out a new deal.

Norlander says the idea of setting up the large hotel ballroom for nightclub performances when headliners are available had already proved itself for the Beverly Hilton.

A total audience of 12,000 to 13,000 attended the nine week-night shows which played the facility so far. Bills were headed by Johnny Mathis, Bill Cosby and last-minute replacement Josephine Baker.

Dates were announced in the next two months for Aretha Franklin and Ray Charles. Last week a Staple Singers-Four Tops package was canceled. Norlander says he hopes the independent production company can smooth out the problems with artist negotiations that arose at the start of the operation.

Hunter's N.Y. Office To Aid His Artists

NEW YORK—Kevin Hunter, long active in Canada as a personal manager, has opened an office here, Kevin Hunter Associates, Inc., to facilitate U.S. bookings and record company negotiations on behalf of his talent roster. His Toronto office, under the direction of Steve Propas, will also continue in operation.

Hunter artists include Natalie Cole, The Bells, Jason, The Zaras, The North Door and Cliff Edwards.

Gladys Knight, Mathis Set For Newport Jazz Festival

Continued from page 16

Other concerts scheduled include The Musical Life of Charlie Parker, Carnegie Hall, June 28; Cafe Society Revisited, also at Carnegie, June 29; An Evening of the Blues, Avery Fisher Hall, June 30, with such artists as B.B. King, Bobby Blue Bland and Sleepy John Estes; a big-band ball at Roseland Ballroom, featuring Harry James, Sy Oliver and Tito Puente; Lionel Hampton Presents at Carnegie, July 2; and Jazz on the Hammond, with Jimmy Smith and Friends, Carnegie Hall, July 1.

Also to be repeated this year is the Hudson River boat ride, at which the World's Greatest Jazz Band and the Preservation Hall Jazz Band from New Orleans are scheduled to perform. This event is scheduled for July 7.

There will also be a Latin Night, a night of Guitar Impressions, and special concert by the New York Jazz Repertory Co.

Wein has canceled the Boston version of his Newport Festival for

1974. The show's originator blames lack of police efficiency in curbing pickpockets and unruly mobs at last year's fest for his decision.

Wein took a two-day segment of the festival to his hometown for the first time last year. It was held in Fenway Park.

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APRIL 27, 1974, BILLBOARD

Studio Track

By BOB KIRSCH

At Larrabee Sound in Los Angeles, Al Wilson is working on his next set with Jerry Fuller producing and Barry Randolph engineering. Also at Larrabee, MCA's Cliff De Young has finished his debut LP, with Snuff Garrett producing and Lenny Roberts handling the control board. Jim Hilton, former Motown engineer and now with Larrabee, is working on a new LP for Santo & Johnny (remember "Sleepwalk" more than a decade ago?) Jackie Mills is handling the production. Mills is also working with Don Randi, and is also producing Brady Bunch member Maureen McCormick's single. Finally, congratulations to Barbara Lewis, new studio manager at Larrabee. Barbara comes to the studio from the Record Plant here.

Lots of activity at Sunwest Recording Studios in L.A., too. During the past month, Chris Hinshaw has joined as an engineer. Chris comes from Columbia, the Record Plant and Wally Heider. Bobby Wo-

mack has also been in the studio, working on sessions as a producer with Mary Wells and the Valentinos.

The Valentinos, you may remember, were Womack's original group and had the first hit of "It's All Over Now," later to become one of the first U.S. hits and the first number one British disk for a then new group called the Rolling Stones.

Jay Senter was in working on a single for Capitol's Mike Deasy. And the Osmonds have been in working with producer Lyman Dayton on the score of "Where the Red Fern Grows," a new movie. Songs for the soundtrack will be sung by Andy Williams. Stewart Evans is handling engineering chores.

Also at Sunwest: Jerry Styner, composer, arranger, producer, engineer is working on several projects, including sessions with Claudine Longet for Barnaby, Solomon Burke for ABC/Dunhill and Herman Rush Productions, Chris Bellado for Mike Curb Productions and movie score, "Code 2 Soul" for S&S Productions. Troy "Rags" Raglin in producing an

LP for Spaceark for Andromeda Productions.

* * *

Bill Tate, owner of Track Recording, Inc. in Silver Spring, Md., reports that Linda Ronstadt was in recently for three sessions. Lowell George handled the production and also played on the sessions. George Massenberg handled the engineering. Columbia's David Bromberg also played. Track has recently put in a new quadrasonic control room, complete with a custom built Neve console. Dave Harrison of Studio Supply in Nashville designed. Finally, local bluegrass group Seldom Scene was in working on sessions.

* * *

In San Francisco, Wally Heider's recording studio has added a public relations and promotion department. Debbie Prusa will head operations and development. Ms. Prusa had been with Heider's San Francisco facility for the past two years, acting as traffic manager and for the past year, as studio manager.

* * *

At New York's Electric Lady Studios, Lou Reed is working on his next LP, with Steve Katz producing and Mike Stone at the console. Felix Pappalardi, Mountain and Leslie West are also in the studio, with Bob D'Orleans producing. Also at Electric Lady in recent weeks, LP's and singles cut for Brunswick, Buddah, Stereo Dimensions, CTI and Polydor.

* * *

Billy Campbell has been at Pittsburgh's Asterik Recording Studios finishing up his new single, "Me and Johnny B Goode." Veteran country fiddle player Johnny "Kit" Carson sat in on the session.

* * *

Over in London, Island Studio's new mobile 24-track recording studio has been busy recording a number of concerts. Included are: Stevie Wonder at the Rainbow Theatre; Argent at the Drury Lane Theatre; Mick Ronson at the Rainbow; and Traffic at the Olympia in Paris. At the studios themselves on Basing Street, a number of artists have been finishing up LP's, including: Beckett, with Roger Chapman producing and George Chkiantz engineering; David Bowie, producing himself with Keith Harwood at the controls; Petula Clark, with Tony Scotti producing and Frank Owen at the board; Andy Macay, producing himself with Phill Brown engineering; Bryan Ferry producing himself with John Punter engineering; Savoy Brown, with Harry Simmonds producing and Howard Kilgour at the controls; Refugee, with John Burns producing and engineering; Badger, with Bob Potter handling production and engineering chores; and Mike Oldfield, producing himself with Tom Newman at the boards.

* * *

Ron Carran, president of Minot Sound Studios Inc., reports completion of a studio expansion plan that includes added space and new equipment. The studio, headquartered in White Plains, N.Y., now includes a 3,000 sq. ft. room with a new drum cage, vocal booth and a Steinway Grand. Also installed is an MCI 16-track recorder and Dolby Noise Suppression System.

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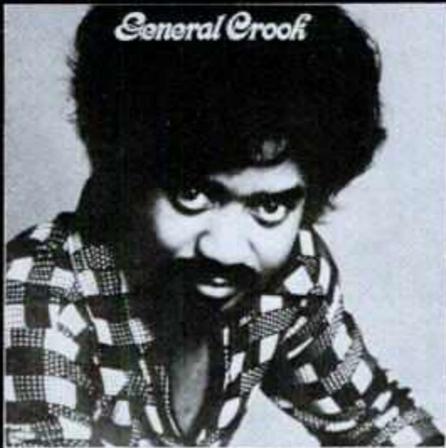
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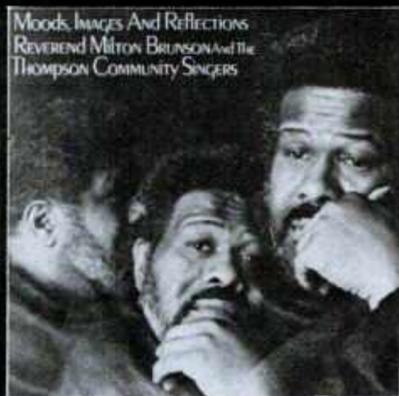


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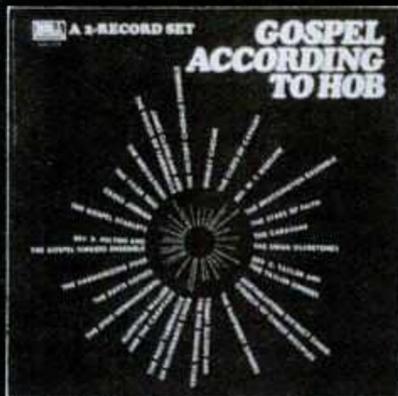
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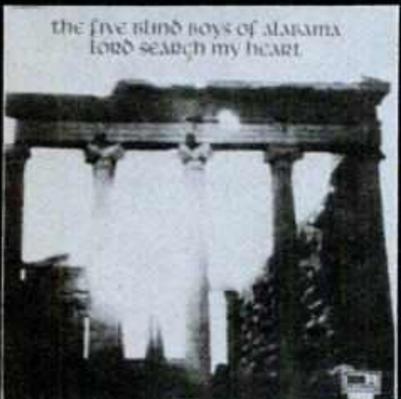
HBX 2170 — SHIRLEY CAESAR
MILLENNIAL REIGN
THE CAESAR SINGERS AND THE
WHITE ROCK BAPTIST CHOIR



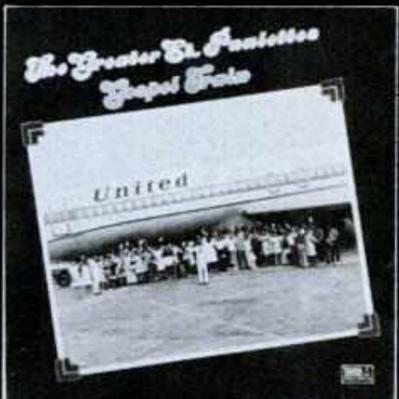
HBX 2171 — REV. MILTON BRUNSON
MOODS, IMAGES AND REFLECTIONS
WITH THE THOMPSON
COMMUNITY SINGERS



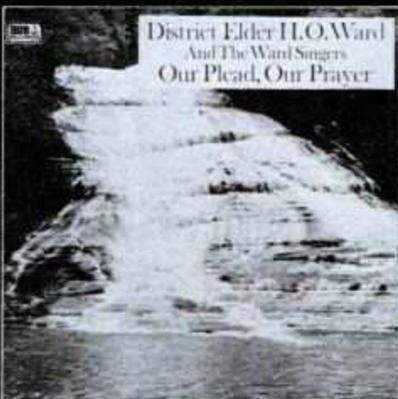
HBX 2168 —
GOSPEL ACCORDING TO HOB
VARIOUS ARTISTS



HBX 2169 —
THE FIVE BLIND BOYS OF ALABAMA
LORD SEARCH MY HEART



HBX 2166 —
THE GREATER ST. PAULETTES
GOSPEL TRAIN



HBX 2165 —
DISTRICT ELDER H. O. WARD
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CTN 18029 —
THE BEST OF SARAH VAUGHN

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KAGB-FM Mixes Public Good With Disk Variety

By CLAUDE HALL

LOS ANGELES—Radio was never meant to be a "jukebox on the air," believes Del Shields, general manager of KAGB-FM in one of the suburbs here, "and that's why I feel the Federal Communications Commission is doing wrong by allowing as much automation on the air as it does.

"It's a total injustice to the public and also to the radio stations who're trying to do a valid community service with live programming.

"But, basically, it's the public that's being cheated."

KAGB-FM features a "bouillabaisse" format and this is strictly on purpose. As one of the few black-owned radio stations in the nation, the station has a tremendously tough job ahead of it. For one thing, it's licensed to serve Inglewood at 103.9 on the dial with ERP 1,600 watts. Clarence Avant is president of the station, which is operated by Avant Garde Broadcasting.

For another thing, the signal still leaves something to be desired (engineers are trying now to create a better signal pattern).

Still, rather than chop overhead like most FM stations in the market, Avant Garde set its sights on doing public good. Result? The station has been on the air for more than a year and it may take another 18 months to creep into the profit side of the ledger.

"But we look at this station as an audio magazine.

"Frankly, one of the major problems we've had is fighting against the standard stereotypes. We say that we're a soulful experience for people who care... but that caused people to keep referring to us as a black station. Well, if you compete in the market as a black station, you have to compete for the black dollar in advertising with KGFJ-AM... something very tough for black-owned FM station to do at the moment.

"The real tragedy is that if you're going to operate a radio station strictly for entertainment, okay, but the FCC should set them aside somehow so they shouldn't be allowed to compete with us—the stations that are striving to do public good.

"Radio was meant to be educational... to inform.

"I'm not speaking out of bitterness. But if this premise isn't true,

(Continued on page 27)

Artist Specials Scoring High With Audiences

LOS ANGELES—KAGB-FM is scoring considerable audience impact with a series of specials devoted both historically and musically to leading black recording artists. Among the artists honored are Duke Ellington, Aretha Franklin, Lena Horne, Nancy Wilson, Stevie Wonder, Nat King Cole, and Billie Holiday.

From 6:30 a.m. until 9:30 p.m., the station airs one record an hour with an editorial lead-in. Then from 11 to midnight, the station broadcasts a special devoted strictly to the artist.

Program director of the station is Cal Shields, who invites leading people in the community or entertainment field to call in with comments about the person being honored. The special features a collage of the artist's best-known hits.



Joel Lillerig photo

NEIL BOGART joins the WSAI-AM basketball team as a "ringer." Bogart, president of Casablanca Records, was on a Midwestern promotion tour when station program director Robin Mitchell talked him into playing against a faculty team at one of the local Cincinnati high schools. From left: Jim Scott, 6-10 a.m., air personality on the Top 20 station, Bogart, Mitchell, and music director and 1-4 p.m. air personality Bob Goode.

Radio Promo Pkg Set By Custom Fidelity

LOS ANGELES—Custom Fidelity here headed by David Berkus launches two new radio station promotional album packages within the next couple of weeks.

One of these will be a new MOR album, the first ever by the firm. The other will be a new country music package with all fresh tunes. Custom Fidelity has sold more than a million disks since entering the field a few years ago.

Rick Donovan, manager of special projects for the firm, is also planning an easy listening album for stations with those formats, a news album for news format stations, plus an oldies package.

"In rock, we're constantly upgrading the tunes and normally issue two new packages a year," Donovan says.

Jason Majors is station representative for the special projects division and coordinates the promotion.

"Competition has become so fierce in the field," he states, "that we're now going to provide a T-shirt with the albums at no extra charge." Coke will be advertised on the back of the T-shirts, the station's call letters will be on the front.

In each case, the album jackets are customized for the station. A package for KRLY-FM in Houston features 24 oldies, the call letters of the station on the front of the jacket, photos of station activities and staff on the two inside panels, call letters and frequency and list of tunes on back panel.

Among the tunes are "Don't Pull Your Love" by Hamilton, Joe, Frank & Reynolds, "The Candy Man" by Sammy Davis Jr., "Magic Carpet Ride" by Steppenwolf, and "California Dreamin'" by the Mamas & the Papas.

Custom Fidelity has sold around 60,000 albums via radio like this since December. The radio stations put out no money; they reap a portion of the money from each album sold. "We do make a profit," Donovan says, "but mostly these are just excellent radio station promotions... they create an image for the radio station because the music on the albums is what they're playing on the air."

Custom Fidelity has done packages recently for station in the RKO General chain, the Hefel chain, and Susquehanna radio operations. Everything is manufactured in-house, including the pressing of the albums and the jackets.

Donovan previously was with Custom Fidelity before joining K-Tel for a year. Although sales of radio packages can't compare to television (K-Tel had one package that sold around 2 million that Donovan worked on), radio packages can do quite well.

In 1972, CKLW-AM in Detroit sold around 80,000 of one LP, he says. And back in 1967, KRLA-AM in Los Angeles sold around 125,000 of a package. Both were by other custom firms.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Don Wolfe of Jokes Un-Ltd. is raising Cain with me for all my corn, namely that I forgot to mention that samples of his humor publication costs \$5. It's a monthly joke letter containing about 90 items each month.

You may obtain a copy by writing Jokes Un-Ltd., Dept. B4, P.O. Box 69855, Hollywood, Calif. 90069. What happened was that I listed his publication in the NAB listing and he's been getting requests from everywhere in the world, but with no loot and it's costing him a fortune in postage to write and tell them it costs \$5 per sample or \$60 per year. Would you believe that I'm read in places ranging from Thailand to the right thighbone of Larry Lujack?

K.O. Bayley has left KILT-AM in Houston and is looking. Fantastic personality! Earns excellent ratings everywhere. Rock G thought for years that K.O. was black, he was that good! If you need a Top 40 personality, call him at (713) 783-6018. Incidentally, he comes with the recommendation of that famous non-air personality Shadon W. Diamond.

(Continued on page 27)

Clark's Radio Show Will Bow

LOS ANGELES—"The Dick Clark Music Machine," a new three-hour syndicated weekly special, hits the air the weekend of April 27 on more than 75 radio stations, accord-



Chuck Druce photo
SCRIPT CONFAB—discussing the new "Dick Clark Music Machine" syndicated radio show are from left: Phillip Browning, producer; Dick Clark and Frank Furino, executive producer.

ing to Frank Furino, executive producer for the show which is being produced and distributed by Diamond P Enterprises here.

Diamond P, which also produces the weekly three-hour "Continental Country" country music show hosted by Jerry Naylor plus a wide variety of documentaries on recording artists, is headed by Harvey Palash. Producing the show hosted by Dick Clark is Phillip Browning, who also coordinates personal appearances by recording artists on all of the shows produced by the firm.

Marking the first venture of Clark into syndicated radio in several years, the first hour will be sort of a reflection over good oldies. The second hour will focus on current singles of today. The third hour will feature selected album cuts of today.

"Aside from all of the music research that we feel we can offer local radio stations who wish to carry the show," Clark says, "we plan to give them something they can't do locally—little bits and comments from the record artists themselves. These will all be brief and produced with the music... to color the show without boring the listener."

Furino says the show is designed to fit formats ranging from oldies and MOR stations to rock and progressive FM stations.

The reason for diving back into radio syndication after several years and in spite of one of his busiest years ever in television (he was involved in 169 shows this past year either as producer or appearing on them), is that "radio is still the most vital music medium. And I think that radio today faces the same challenges that TV has—how can we present music in a competitive marketplace in as many interesting ways as possible?"

"By sheer volume," he points out, "Diamond P has to rank as one of

the largest syndicators of radio programming in business today."

Though the show will have its "reflective" hour, Clark says that it is by no means an oldies show. "Reflecting on music from the past is just another way to approach that music without making the show a talk show. Anyway, a large portion of today's music has its roots in yesterday."

A key factor of the show, Furino says, is Clark's personal involvement over the years with most of the recording artists.

The show is tailored so that stations can air all three hours in one time period or separate it and air an hour on three given nights.

Among the stations already set to broadcast the show are WOKY-AM, Milwaukee; WMEX-AM, Boston;

(Continued on page 27)

TV Cowboy to Be Spotlighted

NEW YORK—"The Search for the Singing Cowboy," a special designed as the springboard for a TV series, airs Wednesday (24) on the ABC-TV network. The special features eight finalists, each competing for the lead role in another special called "The Singing Cowboy," set to air next September, that will be the actual pilot for the series.

The shows are being produced for television by the Pierre Cossette-West Farrell Co. The winner of the first special not only gets the lead role in the second special, but a record deal.

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Public Interest With Disk Variety

• Continued from page 22

then why do radio stations have so many rules and regulations?

"Still, the question is: How can a station like this one compete in the market against the five or 10 or 15 radio stations whose public service commitments cannot equal mine?"

Whether winning or losing (but Shields intends to become a winner in both community affairs and advertising dollars eventually), KAGB-FM is programming a wide variety of music and public affairs programs. The playlist of the station includes 50 albums, 20 singles, five Latin albums, six gospel albums, a couple of comedy albums, plus about 10 new albums. During a normal hour, a listener might hear everything from soul to gospel.

"We stick a lot to album cuts," Shields says and points out that the reason is to keep the station from sounding like a bubblegum operation.

"We have a format, but it's a liberal format. It's designed to reach people 18 to 50 years of age, yet we allow the air personalities to be each a unique personality within the format."

"Leon Isaac, who bills himself as the lover, does the 6-11 a.m. show. Beverly Manning then does a half-hour show called "Women's World"

that features live guests as well as telephone calls. Gene Crosby offers his unique brand of housewife show 11:30 a.m.-3 p.m. and provides recipes as well as music. Johnny Magnus is on 3-6 p.m., followed by Roy King with a jazz-oriented show, then Rolando Ulloa 8-10 p.m. with Latin-flavored music.

"Kape Hill does the all-night blues segment. Don Riley and Monte Hayes work weekends and one of the highlights of the whole programming day is a live show 6-7 a.m. daily featuring the Rev. James Cleveland, a recording artist in his own right, who plays gospel. The station is programmed by Cal Shields.

It should be pointed out that while the dominant theme of the music played over KAGB-FM is soulful, the format is not limited to black artists nor even to black air personalities. The term "bouillabaisse" fits the programming to a T.

However, the main drive of the station is toward the community.

"We came into a market saturated by one station... a black station that had a tremendous hold on the market... a station not necessarily forced to do any more than meet its FCC commitments.

"But we took the viewpoint that a radio station must be more than just on the air... it must be a constant

catalyst in the community by persuading the people to help themselves. And a news program must be more than just reporting after the fact."

And the station can point to a recent award from the Radio and TV News Assn. of Southern California for its "Agnew Journal" program; the Golden Mike Award was for best original news coverage.

"I feel that most radio stations abdicated their programming responsibilities years ago to the record companies," Shields says. By this, he isn't criticizing record companies; in fact he says that local promotion executives often contributed valuable programming ideas to the station.

His criticism is against the program director. "Because it became much easier for a program director to receive albums and singles and play them... therefore giving up that important challenge the radio station has to stimulate the minds of the people.

"Radio program directors ran away in fear of television.

"And today syndication is an even greater copout.

"You see, radio to me is an art form... ah, when you think of what radio could do!

"But, look. Maybe there's 25 black-owned radio stations coast-to-coast. And there are at least 25 million blacks, even though I personally feel the census-takers don't bother really going into Harlem in New York and other similar areas. Now, how can 25 black-owned radio stations possibly offer a valid viewpoint for even 25 million blacks?"

Unable to really wage a programming war against AM competition, even if Shields wanted to, KAGB-FM strives to do good for specific groups. "An AM station may think in terms of the mass. I don't have that kind of signal; I have to think in terms of the various communities and, hopefully, offer some kind of more constructive improvement.

"For instance, we dive in and help a specific school, such as a local Catholic school that doesn't have a gym but has a great basketball team. Well, we'll be helping them get their gym. A 50,000-watt AM station would think, perhaps, in terms of trying to improve the total school system and leave the real problems at those one or two local schools undone."

Shields admits that KAGB-FM is taking the "harder way" to try to become successful. "I wouldn't advise any radio station owners to follow our pathway. Because we're trying to boost the black culture, but not with 30-second programs and one-minute spots. No, we slate well-produced hour specials. Here, we committed the station with the FCC for at least six hours of public service programming a week, but we do much more than that with just two of our regularly scheduled programs.

"And one of the significant things about us being a black-owned station is that we really set out to hire blacks... not only providing employment opportunity to young blacks, but economic parity to 22 people who live in the area, adding to the well-being of the community."

And the community gets its chance to talk-back, too. Rap time is 10-11 p.m. Monday through Friday. Each night, there's a different subject with a different host.

"This station really gets involved with the people... physically as well as acoustically."

Vox Jox

• Continued from page 22

Which brings to mind that several record company executives accused their promotion man of being the air personality on KNAC-FM, Long Beach, on April Fool's Day (because I'd mentioned that the guy doing that particular hour between the shows of **Shadoe W. Diamond** and **Jan Basham** wasn't exactly as good as they were); on the other hand, someone called to tell me that the guy between them was, too, pretty good. But I know for a fact that **Mikel Hunter** didn't call him up and offer him a job. Nor did **Tom Yates**, **Biggie Nevins**, **Chuck Southcott**, **Paul Drew**, **John Rook**, or anybody else. He was, however, offered a job delivering the Rumormonger door-to-door on Sixth Street in Austin, Tex.

* * *

Like father, like daughter (poor girl). **Ashleigh Imus**, six years old, is doing the television commercials to boost **Don Imus** and **Wolfman Jack**, both of whom are air personalities on **WNBC-AM** in New York. She'll probably make them look good. Anyway, looks like another air dynasty is building to the likes of **Gambling** and **Metheny**.

* * *

From time to time, I forget how well this column is read and not just among radio station personnel. Anyway, a gentleman who once did us all the honor of speaking at a Radio Programming Forum has passed the word along that I shouldn't encour-

Clark on Radio

• Continued from page 22

WJBO-AM, Baton Rouge, La.; **WNCI-FM**, Columbus, Ohio; **WARM-AM**, Scranton, Pa.; **WNOX-AM**, Knoxville; and **KOOL-AM**, Phoenix. Among the artists heard live on the first show are **Charlie Rich**, **Jim Weatherly**, **Chicago**, the **Everly Brothers**, **Bobby Darin**, and **Little Richard**.

In the early 1960s, Clark did a daily radio show syndicated by **Mars Broadcasting** that was on more than 40 radio stations. "It was so complicated, you can't even describe it," he says. "A radio station had 400 pieces of programming to play with—all tailored to the station so that the air personality could ask you about the weather and you could give it for him. It was probably the most ambitious syndication ever attempted. Working on it were **Stan Kaplan**, **Bob Whitley**, **Phil Nolan**, **Bob Oates**, **Chuck James**, and **Don Bruce**. The whole thing sort of fell apart when **Kaplan** left **Mars**."

Clark later did a brief strip show for radio on the **ABC** network.

FCC Official to Speak at Forum

• Continued from page 1

Hooks will speak at a luncheon session Aug. 15.

The four-day radio programming meeting, largest of its kind in the world, will be held Aug. 14-17 at the **Plaza Hotel** in New York. Registrations are already coming in from all over the world for the meeting.

Sessions during the meeting will range from record rotation patterns, news and public service to building air personalities in the market and station promotion. All formats will be covered.

age radio stations to engage in any type of audience promotions that tie up local telephones. He was referring to the recent mention about **WGH-AM** in Norfolk. And he's right. When you mess up the phone lines in your area, it's a direct sign of irresponsibility. Someone may not be able to reach that doctor they need, or the fire department, or a similar emergency phone call.

WGH-AM came close to getting into serious trouble for causing telephone jam-ups. The FCC went easy on the station because the local phone company in Norfolk said the trouble caused by the contest had been cleared up and the station had discontinued its "Simon Says" promotion.

(Continued on page 30)

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PROMOTION EXECUTIVE PROFILE

Enthusiasm Eliminates Job Pressure—Thagard

Although the pressure never stops, I feel I'm most fortunate to be a part of the record business and especially to be with the largest and most successful company. The record industry changes daily, even hourly, and the challenge lies in staying with these changes.

As a result," feels **Chuck Thagard**, associate director, national promotion for the West Coast at **Columbia Records**, "record people always have an outlook that is up, youthful and progressive... which makes the music industry an exciting career. The frustrations—lack of time to cover every detail, the ever-present tight playlist that's now finding its way into even **MOR** formats—are overshadowed by the enthusiasm generated by the product itself.

"This positive attitude is personified in the two people for whom I have worked the past few years—first, **Ron Alexenberg**, and now **Steve Popovich**. If I were to state a goal, it's to somehow equal their contributions to the company and the industry.

"The record promotion profession has become, out of necessity, very serious. Today, it allows no place for the 'fun and games' image that has characterized it in the past. There may be those who still refer to us as 'record pushers' or 'hype artists,' but such descriptions indicate a lack of respect and understanding as to our goals and our efforts to achieve them.

"For a dedicated promotion man, the true rewards lie in breaking new artists wide open, or helping sustain the careers of established performers over the years. At **Columbia**, every kind of music is promoted, from **Johnny Cash** to **Walter Carlos**, from **Barbra Streisand** to **Mott the Hoople**. It's a long, multi-faceted roster, supported by a huge, complex organization.

"Hopefully, as our industry continues to grow, technically and artistically, the promotion man will be recognized as a very vital link between the creativity of a gifted artist and the public's acceptance of that contribution."

Thagard worked seven years with **Burdine's** department store in **Miami** before being "discovered" by **Columbia** salesman **Carmen La-Rosa** (now an executive with **Famous Group**, **New York**). Hired by **Bob Beasley** to do promotion for **Columbia** in **Florida** in 1966. **Thagard** became regional promotion manager two years later, working with **Don Dempsey** out of **Atlanta**. In 1969, **Thagard** transferred to **San Francisco**, then transferred in 1971 to **Los Angeles**. He was promoted to his present position in May 1973 and works closely with trade magazines, record tip sheets, national radio chains and radio syndication firms.



Peter Chiodo photo
FRIENDLY DUO—Chuck Thagard, right, with recording artist David Essex. Besides record promotion, Thagard also is involved in artist relations.

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Soul Sauce

Masekela Is Rejuvenated By 'Soundz'

By LEROY ROBINSON

LOS ANGELES—Eight years ago, Africa had a music revolution going on in America thanks to Hugh Masekela. His arrival on these shores blowing a style of trumpet that was being touted as the most important jazz sound to come out of Mother Africa was also considered the most important contribution since the arrival of the slave.

The roles had been reversed, however. An African, a South African to be more precise, had made "slaves" of a great number of American music aficionados. Just why is anyone's guess. Some felt that maybe at last "High Life" music had finally found a vehicle through Masekela. Some others (not too many, however) felt that jazz music had found a new Messiah with some valid roots of the Mother country.

Some found the arrival of Masekela, and the music he played, as nothing out of the ordinary; he didn't even appear to be comfortable with it.

But recently, and with a new group, that has all changed. Hugh Masekela was immersed in "Hedzoleh Soundz," and he appeared wearing a new musical wrapping, drawn from and woven with some special African threads that suit him very well.

"Yes, it does feel good," agrees Masekela. "You know when I first came to America it was as a jazz musician, and with all the groups I worked with I tried to project the African feeling, but it was different to get the Brothers into that feeling that they weren't accustomed to."

"It wasn't that any of them were incapable as musicians—they just couldn't get with the same feeling that I had grown up with in South Africa."

"So, in 1973 I decided to treat myself to a pilgrimage of Africa," he continues. "I felt if I was going to get into African music and project it in the proper way, the best thing I

(Continued on page 29)

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This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))
★ 4	8	8	THE PAYBACK —James Brown (J. Brown, F. Wesley, J. Starks), Polydor 14223 (Dyanone/Belinda/Unichappell, BMI)	33	39	10	CHAMELEON —Herbie Hancock (P. Jackson, H. Mason, B. Maupin, H. Hancock), Columbia 4-46002 (Hancock, BMI)	67	63	10	AND I PANICKED —The Dramatics (Jimmy Roach), Volt 4105 (Columbia) (Groovesville, BMI)
2	1	9	TSOP—M.F.S.B. (K. Gamble, L. Huff), Philadelphia International 7-3540 (Columbia) (Mighty Three, BMI)	34	41	9	PEPPER BOX —The Peppers (P. Arpadys, M. Camison), Event 213 (Polydor) (New York Times, BMI)	68	77	5	CAN YOU TALK —Non Holden (Williams, Green), Now 6 (Original Sound) (Dootsie/Williams, BMI)
★ 8	8	8	DANCING MACHINE —The Jackson 5 (H. Davis, D. Fletcher, W.D. Parks), Motown 1286 (Jobete, ASCAP Stone Diamond, BMI)	35	44	6	HELP YOURSELF —The Undisputed Truth (N. Whitefield, Gordy 7134 (Motown) (Stone Diamond, BMI)	★ 69	89	2	SIDESHOW —Blue Magic (B. Eli, V. Barrett), Alco 6961 (Friday's Child/Poo-Poo/Six Strings, BMI)
4	5	9	MIGHTY MIGHTY —Earth, Wind & Fire (M. White, V. White), Columbia 4-46007 (Sagfire, BMI)	36	29	12	I WOULDN'T GIVE YOU UP —Ecstasy, Passion & Pain (Barbara Gaskins), Roulette 7151 (Big Seven, BMI)	★ 70	—	1	WONDERFUL —Isaac Hayes (I. Hayes), Enterprise 9095 (Columbia) (Incence, BMI)
★ 12	6	6	LET'S GET MARRIED —Al Green (A. Green), Hi 45-2262 (London) (Jec/Al Green, BMI)	★ 37	54	5	BENNIE & THE JETS —Elton John (E. John, B. Taupin), MCA 40198 (Dick James, BMI)	★ 71	84	3	SWEET RHODE ISLAND RED —The & Tina Turner (T. Turner), United Artists 409 (Huh/Unart, BMI)
6	2	12	OUTSIDE WOMAN —Bloodstone (Harry Williams), London 45-1052 (Crystal Jukebox, BMI)	38	28	15	HOMELY GIRL —Chi-Lites (Eugene Record, Stan Mckenney), Brunswick 55505 (Julio-Brian, BMI)	★ 72	88	2	ONE CHAIN DON'T MAKE NO PRISON —Four Tops (D. Lambert, B. Potter), ABC 4386 (ABC/Dunhill, BMI)
★ 10	7	7	YOU MAKE ME FEEL BRAND NEW —Stylistics (T. Bell, L. Creed), Avco 4634 (Mighty Three, BMI)	39	34	18	BOOGIE DOWN —Eddie Kendricks (F. Wilson, L. Caston, A. Poree), Tama 54243 (Motown) (Stone Diamond, BMI)	73	71	6	EYE WITNESS NEWS —Lanny Welch (McCou, Welch), Mainstream 5554 (Lifestyle, BMI)
8	9	8	HEAVENLY —The Temptations (N. Whitefield, Gordy 7135 (Motown) (Stone Diamond, BMI)	40	45	7	I BELIEVE —The Ebonyz (E. Drake, I. Graham, J. Shiri, A. Stillman), Philadelphia International 7-3541 (Columbia) (Cromwell, ASCAP)	74	80	5	MAKE UP FOR LOST TIME —Montclairs (J. Strickland, B. Patterson), Paula 381 (Jewel) (Sun-Ma/Rogan, BMI)
9	3	10	TOUCH A HAND, MAKE A FRIEND —Staple Singers (H. Banks, R. Jackson, C. Hampton), Stax 0196 (Columbia) (East/Memphis, BMI)	41	35	12	MY MISTAKE WAS TO LOVE YOU —Diana Ross & Marvin Gaye (Pam Sawyer, G. Jones), Motown 1269 (Jobete, ASCAP)	75	83	5	TELL ME WHAT'CHA GONNA DO —General Crook (G. Crook), Wand 11270 (Scepter) (Germaine-Dur Children, BMI)
10	6	10	HONEY PLEASE, CAN'T YA SEE —Barry White (Barry White), 20th Century 2077 (Sa-Vette/January, BMI)	★ 42	56	6	THE LONE RANGER —Oscar Brown Jr. (O. Brown Jr.), Atlantic 3001 (Bootblack, BMI)	76	78	5	LET'S GO, LET'S GO, LET'S GO —Chambers Brothers (H. Ballard), Avco 4632 (Lois, BMI)
11	7	11	BEST THING THAT EVER HAPPENED TO ME —Gladys Knight & The Pips (J. Weatherly), Buddah 403 (KECA, ASCAP)	43	47	22	JUNGLE BOOGIE —Kool & The Gang (Kool & The Gang/R. Bell), De-Lite 559 (P.I.P.) (Delightful/Gar, BMI)	77	82	3	IF YOU WERE MY WOMAN —Latimore (C. McMurry, P. Sawyer, L. Ware), Glades 1720 (T.K.) (Jobete, ASCAP)
★ 12	17	6	SUMMER BREEZE (Part 1) —Isley Brothers (J. Seals, D. Crofts), T-Neck 2253 (Columbia) (Dawnbreaker, BMI)	44	40	13	LOVING YOU —Johnny Nash (M. Stevenson), Epic 5-11003 (Columbia) (Mikim, BMI/Cayman, ASCAP)	★ 78	90	2	SLEEPIN' —Diana Ross (R. Miller, T. Elinger), Motown 1295 (Stein & Van Stock, ASCAP)
13	11	14	JUST DON'T WANT TO BE LONELY —Main Ingredient (Barrett-Freedman-Eli), RCA 0205 (Ingredient, BMI)	★ 45	64	3	FOR THE LOVE OF MONEY —O'Jays (K. Gamble, L. Huff, A. Jackson), Philadelphia International 3544 (Columbia) (Mighty Three, BMI)	★ 79	85	3	DISRESPECT CAN WRECK —Escorts (G. Kerr, R. Walker), Alithia 6062 (Sound Ideas, ASCAP Horn Of Plenty, BMI)
14	16	7	CARRY ME —Joe Simon (P. Mitchell, E. Shelby), Spring 145 (Polydor) (Muscle Shoals, BMI)	★ 46	58	4	LOVE THAT REALLY COUNTS —Natural Four (J. Hutson, S. Hutson, M. Hawkins, J. Reeves), Curtom 1995 (Buddah) (Silent Giant, Aopa, ASCAP)	81	73	6	TIME WILL TELL —Tower Of Power (S. Kupka, E. Castillo), Warner Bros. 7796 (Kuptillo, ASCAP)
★ 15	30	4	DON'T YOU WORRY 'BOUT A THING —Stevie Wonder (S. Wonder), Tama 54245 (Motown) (Stein & Van Stock, Black Bull, ASCAP)	47	36	16	I WISH IT WAS ME —Tyrone Davis (Leo Graham), Dakar 4529 (Brunswick) (Julio-Brian, BMI)	★ 82	92	4	COME DOWN TO EARTH —New Censation (Van McCoy), Pride 406 (Van McCoy, BMI)
16	18	10	SWEET STUFF —Sylvia (H. Ray, S. Robinson, A. Goodman), Vibration 529 (All Platinum) (Gambi, BMI)	48	38	16	WE'RE GETTING CARELESS WITH OUR LOVE —Johnnie Taylor (Don Davis, Frank L. Johnson), Stax 0193 (Columbia)	83	91	4	HAVE YOU EVER TRIED IT —Ashford & Simpson (J. Ashford, V. Simpson), Warner Brothers 7781 (Nick-O-Vol, ASCAP) (Warner Bros.)
17	20	10	GOIN' DOWN SLOW —Bobby Blue Bland (J.D. Odom), Dunhill 4379 (St. Louis, BMI)	49	55	7	HEY BABE —The Joneses (G. Dorsey), Mercury 72458 (Phonogram) (Landry/Unichappell, BMI)	84	87	4	UNDER THE INFLUENCE OF LOVE —Love Unlimited (B. White, P. Polit), 20th Century 2082 (Fox Fanfare, Very Own, BMI)
18	13	14	IT'S BEEN A LONG TIME —New Birth (Baker, Wilson), RCA 0185 (Dunbar/Rufri, BMI)	50	46	13	SHE CALLS ME BABY —J. Kelly & Premiers (Gary Knight, Gene Allen), Roadshow 7005 (Stereo Dimension) (Screen Gems, BMI) (JRP, BMI)	★ 85	95	4	GETTIN' WHAT YOU WANT (LOSIN' WHAT YOU GOT) —William Bell (W. Bell, R. Hanson, J. McDuffe, E. Gordan), Stax 0198 (Columbia) (Azrock, South Memphis, BMI)
★ 19	23	6	SATISFACTION GUARANTEED —Harold Melvin & The Blue Notes (K. Gamble, L. Huff, C. Gilbert), Philadelphia International 3543 (Columbia) (Mighty Three, BMI)	51	53	10	TIN PAN ALLEY —Little Milton (Robert Geddings), Stax 0191 (Columbia) (Four Star, BMI)	86	93	4	I CAN PLAY (JUST FOR YOU AND ME) —Maceo & The Macks (J. Pankov), People 634 (Polydor) (Big Elk, ASCAP)
★ 20	31	4	I'M IN LOVE —Aretha Franklin (B. Womack), Atlantic 2999 (Pronto-Tracebob, BMI)	52	57	6	TRIBE —Tribe (E. Foster, E. Romias, R. Apodaca, B. Little, D. Eubank), ABC 11409 (ABC/Dunhill, BMI)	★ 87	—	1	THERE WILL NEVER BE ANY PEACE —The Chi-Lites (D. Lambert, B. Potter), Volt 4106 (Columbia) (ABC/Dunhill, BMI)
21	21	10	I GOT TO TRY IT ONE TIME —Millie Jackson (Millie Jackson, Brad Shapiro), Spring 144 (Polydor) (Gaucho/Belinda/Double Ak-Shun, BMI)	53	60	6	PUT A LITTLE LOVE AWAY —Emotions (D. Lambert, B. Potter), Volt 4106 (Columbia) (ABC/Dunhill, BMI)	88	94	3	SALLY B. WHITE —Charles Bevel (C. Bevel), ASM 1501 (Butler/Chappell, ASCAP)
22	24	9	WHO IS HE AND WHAT IS HE TO YOU —Creative Source (B. Withers, S. McKenney), Sussex 509 (Interior, BMI)	54	42	19	I'LL BE THE OTHER WOMAN —Soul Children (Homer Banks, Carl Hampton), Stax 0182 (Columbia) (East/Memphis, BMI)	★ 89	—	1	I'M FALLING IN LOVE WITH YOU —Little Anthony & The Imperials (J. Davis), Avco 1640 (Mighty Three, BMI)
23	25	9	TOUCH AND GO —Al Wilson (J. Fuller), Rocky Road 30076 (Bell) (Fullness, BMI)	55	43	13	SAME BEAT —Fred Wesley & The JB's (James Brown), People 632 (Polydor) (Dyanone/Belinda, BMI)	★ 90	—	1	WHAT AM I GONNA DO —Gloria Scott (W. Wilson, T. Anderson), Casablanca 0005 (Warner Bros.) (Va-De-Tta, BMI)
★ 24	32	6	THE SAME LOVE THAT MADE ME LAUGH —Bill Withers (B. Withers), Sussex 513 (Interior, BMI)	★ 91	67	4	CHICAGO DAMN —Bobbi Humphrey (L. Mizell), Blue Note 395 (United Artists) (Alruby, ASCAP)	91	96	3	SCRATCH —The Crusaders (W. Henderson), Blue Thumb 249 (Famous) (Four Knight, BMI)
★ 25	37	5	BE THANKFUL FOR WHAT YOU GOT —William De Vaughn (W. De Vaughn), Roxbury 0236 (RCA) (Coral Rock/Melomega, ASCAP)	57	50	11	PARTY BUMP, Pt. 1 —Gentlemen & Their Ladies (McGruder, Steinber, Cowell), Jean 731 (Alithia) (Sound Ideas, BMI)	92	99	2	THAT'S THE WAY IT WILL STAY —Tomorrow's Promise (M. Matthews), Capitol 3855 (Astronomical, BMI)
★ 26	33	7	CAN YOU HANDLE IT —Graham Central Station (L. Graham), Warner Bros. 7782 (198FOE, None)	58	48	19	PUT YOUR HANDS TOGETHER —O'Jays (K. Gamble, L. Huff), Philadelphia International 73535 (Columbia) (Mighty Three, BMI)	93	97	3	AM I GROOVIN' YOU —Z.Z. Hill (Z.Z. Hill), United Artists 412 (Unart/Hilwin, BMI)
27	14	14	LOOKIN' FOR A LOVE —Bobby Womack (J. W. Alexander, Z. Samuels), United Artists 375 (Kags, BMI)	59	49	11	NEWSY NEIGHBORS —First Choice (Al Felder, Norman Harris), Philly Groove 183 (Bell) (Silk/Six Strings, BMI)	94	98	2	RHAPSODY IN WHITE —Love Unlimited Orchestra (B. White), 20th Century 2090 (Sa-Vette/January, BMI)
28	15	13	KEEP IT IN THE FAMILY —Leon Haywood (Leon Haywood), 20th Century 2065 (Jim Edd, BMI)	60	52	11	WILLIE PASS THE WATER —Ripple (Dee Ervin, Ruth Robinson), GRC 1013 (Act One/Divident, BMI)	95	100	2	LONG AS THERE'S YOU (I GOT LOVE) —Leon Haywood (L. Haywood, M. McQueen Jr., B. Williams Jr.), 20th Century 2065 (Jim Edd/Mother Wit, BMI)
29	27	9	POWER OF LOVE —Martha Reeves (Gamble, Huff, Simon), MCA 40194 (Blackwood/Gaucho/Belinda, BMI)	★ 61	81	3	HOLLYWOOD SWINGING —Kool & The Gang (Kool & The Gang, R. West), De-Lite 561 (P.I.P.) (Gang/Delightful, BMI)	96	—	1	IT'S WORTH THE HURT —Gwen McRae (C. Reid), Cat 1992 (T.K.) (Sherlyn, BMI)
30	19	14	THANKS FOR SAVING MY LIFE —Billy Paul (K. Gamble, L. Huff), Philadelphia International 7-3538 (Columbia) (Mighty Three, BMI)	★ 62	74	5	MESSING UP A GOOD THING —John Edwards (F. Johnson, T. Woodford, C. Ivery), Aware 037 (GRC) (Short Bone/Act One, BMI)	97	86	4	DON'T GET FOOLED BY THE PANDER MAN —Brinkley & Parker (G. Tobin, Macaluso), Darnel 111 (Chardax, BMI)
31	22	15	MIGHTY LOVE, PART 1 —Spinners (J.B. Jefferson, B. Hawes, C. Simmons), Atlantic 45-3006 (Mighty Three, BMI)	63	72	5	LIFE AND DEATH —Chairman Of The Board (S. Stewart), Invictus 1263 (Columbia)	98	—	1	SNO-NUFF BOOGIE (Part 1) —Sylvia & The Moments (H. Ray, S. Robinson, A. Goodman), All Platinum 2350 (Gambi, BMI)
32	26	13	SOUND YOUR FUNKY HORN —K.C. & Sunshine Band (H.W. Casey, C. Reid), T.K. 1003 (Sherlyn, BMI)	64	62	8	ONE BRIEF MOMENT —Timmy Thomas (T. Thomas), Glades 1719 (T.K.) (Sherlyn, BMI)	99	—	1	WE CAN MAKE IT LAST FOREVER —Ronnie Dyson (H. Cosby, R. Glover, J. Harris), Columbia 46021 (Blackwood/Teamuch, BMI)
				★ 65	66	9	WHERE THE LILLIES GROW —Sidney Joe Quails (C. Davis, C. Scott, K. Davis), Dakar 4530 (Brunswick) (Julio-Brian, BMI)	100	—	1	FINALLY GOT MYSELF TOGETHER (I'm A Changed Man) —Impressions (E. Townsend), Curtom 1997 (Buddah) (Cheriton, BMI)
				★ 66	79	4	HONEYBEE —Gloria Gaynor (M. Steals, M. Steals, M. Ledbetter), MGM 14706 (Dramatic, BMI)				

Billboard FM Action Picks

These are the albums that have been added this past week to the nation's leading progressive stations.

BABYLON, N.Y.: WBAB-FM, Kathy Cunningham
DENVER, COLO.: KCFR-FM, Jeff Pollack
EUGENE, ORG.: KFMV-FM, Janise Wittaker
HOUSTON, TEXAS: KLOL-FM, Phillip Page
NEW HAVEN, CONN.: WPLR-FM, Gordon Weingarh
NEW YORK, N.Y.: WNEW-FM, Dennis Elsas
PHILADELPHIA, PA.: WMMR-FM, Dennis Wilen

ARGENT, "Nexus," Epic: WIOT-FM, KTMS-FM, WBAB-FM, WMMR-FM
GATO BARBIERI, CHAPTER II, "Hasta-Siempre," Impulse: WIOT-FM
CAPTAIN BEEFHEART AND HIS MAGIC BAND, "Unconditionally Guaranteed," Mercury: KTMS-FM, WPRB-FM
BEGGERS OPERA, "Get Your Dog Off Me" Vertigo (Import): KLOL-FM
BLACK COMPOSER SERIES, Columbia: KCFR-FM
BLUE OYSTER CULT, "Secret Treadies," Columbia: WVVS-FM, WIOT-FM, WNEW-FM, WBAB-FM
GARY BURTON, CHICK COREA, "Crystle Silence," ECM: KCFR-FM
CARLSON AND GAILMOR, Polydor: KFMV-FM
BILLY COBHAM, "Crosswinds," Atlantic: WBRU-FM, WPLR-FM, KTMS-FM
COCKNEY REBEL, "Human Menagerie," EMI: WMMR-FM
DAVE COUSINS, "Two Weeks Last Summer," A&M (Import): KLOL-FM
KING CRIMSON, "Starless and Bible Black," Atlantic: WVVS-FM, WOUR-FM, WMMR-FM
CRUSADERS, "Scratch," Blue Thumb: WPRB-FM
CURVED AIR, "Air Cut," Warner Bros. (Import): KLOL-FM
KIKI DEE, "Loving and Free," MCA: WBAB-FM
DEODATO, "Worldwinds," RCA: WBAB-FM
RICK DERRINGER AND THE McCOYS, "Outside," Mercury: KFMV-FM, WIOT-FM
DR. JOHN, "Disitively Bonnaroo," Atco: WMMR-FM, WVVS-FM, WNEW-FM, KTMS-FM, WOUR-FM
LINDAS FARNE, "Roll on Ruby," Charisma: WIOT-FM
HUDSON FORD, "Nickelodian," A&M: WMMR-FM
TOM FORGERTY, "Zephyr National," Fantasy: WOUR-FM
FOUR TOPS, "Meeting of the Minds," ABC: KTMS-FM, WOUR-FM
GENTLE GIANT, "In A Glass House," WWA (Import): KLOL-FM
DANA GILLESPIE, "Weren't Born A Man," RCA: WPLR-FM, WBAB-FM, WOUR-FM
GOLDEN EARRING, "Moon Tan," MCA: KYLE-FM
GUESS WHO, "Road Food," RCA: KFMV-FM, WNEW-FM, WPRB-FM
PETER HAMMILL, "Silent Corner and the Empty Stage," Charisma (Import): KCFR-FM
BUZZY LYNN HART, "Pussy Cats Can Go Far," Atlantic: WNEW-FM, KTMS-FM, WMMR-FM
HATFIELD AND THE NORTH, Virgin (Import): KLOL-FM
CHRIS HINZE COMBINATION, "Who Can See the Shadow of the Sun," CBS: KCFR-FM
VARIOUS ARTISTS, History of British Rock, Sire: WPRB-FM
JANIS IAN, "Stars," Columbia: WNEW-FM, WBAB-FM
IMPULSE ARTISTS ON TOUR, Impulse: WPRB-FM
IRISH ROVER, "Immigrant," Tara: KCFR-FM
JACK THE LAD, Charisma (Import): KLOL-FM
JACKSON HEIGHTS, "Bump and Grind," Vertigo (Import): KLOL-FM
JEFFERSON AIRPLANE, "Early Flight," Grunt: WBRU-FM, WPRB-FM

PRINCETON, N.J.: WPRB-FM, Daisann McLane
PROVIDENCE, R.I.: WBRU-FM, Dick Wingate
SANTA BARBARA, CA.: KTMS-FM, Mike Stallings
TEMPLE, TEXAS: KYLE-FM, George Bruce
TOLEDO, OHIO: WIOT-FM, Dave Concao
UTICA, N.Y.: WOUR-FM, Tony Yoken, Steven Huntington
VALDOSTA, GA.: WVVS-FM, Bill Tullis

KANSAS, "Kansas," Kirshner: KLOL-FM
ROBERT KLEIN, "Mind Over Matter," Brut: WBRU-FM, WPLR-FM
YULSEF LATEEF, "Part of the Search," Atco: WMMR-FM
LES VARIATIONS, "Moroccan Roll," Buddah: KFMV-FM
LOCO-MOTION GT, ABC: KFMV-FM
MAN, "Back into the Future," United Artists: WNEW-FM
RAY MANZAREK, "Golden Scarab," Mercury: WPLR-FM, WNEW-FM, WOUR-FM
IAN MATTHEWS, "Somedays You Eat the Bear, Somedays the Bear Eats You," Elektra: WBRU-FM
CHARLES MINGUS, "Mingus Moves," Atlantic: WMMR-FM
MOTT THE HOOPLE, "The Hoople," Columbia: WMMR-FM, KFMV-FM, WVVS-FM, WBRU-FM, WOUR-FM
NEW RIDERS OF THE PURPLE SAGE, "Home, Home on the Road," Columbia: WOUR-FM, WMMR-FM, WVVS-FM, WNEW-FM, KTMS-FM, WBAB-FM
HARRY NILSSON/Son of Dracula, Rappale: KFMV-FM
PASSPORT, "Looking Through," Atco: WVVS-FM, WBRU-FM
PLURM FLORAUM, "Butterfly Dreams," Milestone: KCFR-FM
POCO, "Seven," Epic: WNEW-FM, KFMV-FM, WBRU-FM, WPLR-FM
ALAN PRICE, "Between Today and Yesterday," Warner Bros.: WBRU-FM, WIOT-FM, WPLR-FM
PURE PRARIE LEAGUE, "Burting Out," RCA: WPLR-FM
BUZZ RABIN, "Cross Country Cowboy," Elektra: WNEW-FM
LARRY RASPBERRY AND THE HIGH STEPPERS, "Highsteppin' and Fancy Dancin'," Enterprise: KFMV-FM
JOHNNY RIVERS, "Road," Atlantic: KTMS-FM, WOUR-FM
ROSS, "Ross," RSO: WVVS-FM, KTMS-FM, WOUR-FM
ROXY MUSIC, "Stranded," Atco: KTMS-FM, WBAB-FM
RUFUS, "Rags to Riches," ABC: WPLR-FM
RICHARD RUSKIN, Takoma: KCFR-FM
PHAROAH SANDERS, "Elevation," Impulse: WPRB-FM
BOB SEGER, "Seven," Palladium: KYLE-FM
SHARKS, "Jab It in Yore Eye," MCA: WBAB-FM
LYNARD SKYNYRD, "Second Helping," MCA: WVVS-FM, WIOT-FM
STACK RIDGE, "The Man in the Bowler Hat," MCA (Import): KLOL-FM
STEELEYE SPAN, "Now We're Six," Chrysalis: KCFR-FM
AL STEWART, "Past, Present and Future," Janus: KLOL-FM, WPRB-FM
SUNSHIP, "Into the Sun," Capitol: WPLR-FM
SUTHERLAND BROS. AND QUIVER, "Dream Kit," Island: WVVS-FM
ROBIN TROWER, "Bridge of Sighs," Chrysalis: KFMV-FM, WPLR-FM
McCOY TYNER, "Asante," Blue Note: WIOT-FM
VELVET UNDERGROUND, "Live with Lou Reed 1969," Mercury: WPRB-FM
MUDDY WATERS AND HOWLIN WOLF, "London Revisited," Chess: WVVS-FM
MICHAEL WHITE, "Father Music, Mother Dance," Impulse: WIOT-FM
ALLEE WILLIS, "Child Star," Epic: WIOT-FM

Bubbling Under The Top LP's

- 201—BLACK HEAT, No Time To Burn, Atlantic SD 7294
- 202—MELISSA MANCHESTER, Bright Eyes, Bell 1303
- 203—BREWER & SHIPLEY, Capitol ST 11261
- 204—MAC DAVIS, Stop & Smell The Roses, Columbia KC 32582
- 205—VELVET UNDERGROUND, Live With Lou Reed 1969, Mercury SRM2-7504 (Phonogram)
- 206—BOBBY DARIN, Darin 1936-1973, Motown M813V1
- 207—DAVID WERNER, Whizz Kid, RCA APL1-0350
- 208—SERGIO MENDES & BRASIL '77, Vintage 74, Bell 1305
- 209—STEELEYE SPAN, Now We Are Six, Chrysalis CHR 1053 (Warner Bros.)
- 210—NATURAL FOUR, Curtom CRS 8600 (Buddah)
- 211—HISTORY OF BRITISH ROCK, Sire SAS 3702 (Famous)
- 212—THE DELFONICS, Alive & Kicking, Philly Groove PG 1501 (Bell)
- 213—B.W. STEVENSON, Calabasas, RCA APL1-0410

Bubbling Under The HOT 100

- 101—I TOLD YOU SO, The Delfonics, Philly Groove 182 (Bell)
- 102—TRAVELING BOY, Garfunkel, Columbia 46030
- 103—I WOULDN'T GIVE YOU UP, Ecstasy, Passion & Pain, Roulette 7151
- 104—LOVE THAT REALLY COUNTS, Natural Four, Curtom 1995 (Buddah)
- 105—SWEET STUFF, Sylvia, Vibration 520 (All Platinum)
- 106—LET'S GO, LET'S GO, LET'S GO, The Chambers Brothers, Avco 4632
- 107—DON'T MESS UP A GOOD THING, Gregg Allman, Capricorn 0042 (Warner Bros.)
- 108—STEAM HEAT, The Pointer Sisters, Blue Thumb 248
- 109—WILLIE PASS THE WATER, Ripple, GRC 1012
- 110—NICE TO BE AROUND, Maureen McGovern, 20th Century 2072

'Soundz' Rejuvenates Masekela

Continued from page 28

could do was go to Africa. At least I might be able to eliminate idioms, blockades and whatever."

Masekela's trip back to the continent was a "cultural rejuvenation" that was needed, since he had been gone for 14 years. He had not been back during that time, "so what ideas I had about the continent were fantasies of my own."

The music and the "feeling" he

was looking for was no fantasy. It was there. "Hedzoleh Soundz" is the evidence. The first album drawn from that experience is with musicians from Ghana, some 4,500 miles from Masekela's own homeland and culture.

And because of the difference between the African tribes of Ghana and Johannesburg there was a language problem. But no problems of communicating, musically. The feelings that result are real.

"Hedzoleh" which means "peace" seems an unlikely nomen for Masekela and his men. The movement behind Masekela's trumpet style, or singing, or talking, is wild, frantic, but rhythmic, pulsating and infectious. It's a good, happy feeling. A musical tradition that bears the cultural fruits of Brazil, of Jamaica, and of Africa. But most of all, it's a musical direction Hugh Masekela can travel that is indigenous to the souls of all folks.

Billboard Soul LP's

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This Week	Last Week	Weeks on Chart	TITLE Artist, Label & Number (Dist. Label)	This Week	Last Week	Weeks on Chart	TITLE Artist, Label & Number (Dist. Label)
1	2	7	BOOGIE DOWN Eddie Kendricks, Tamla T 330V1 (Motown)	31	34	34	3 + 3 Isley Brothers, T-Neck KZ 32453 (Columbia)
2	4	11	RHAPSODY IN WHITE Love Unlimited Orchestra, 20th Century T-433	32	29	6	KNIGHT TIME Gladys Knight & The Pips, Soul S 741V1 (Motown)
★	8	19	THE PAYBACK James Brown, Polydor PD2-3007	33	36	4	THAT'S A PLENTY Pointer Sisters, Blue Thumb BTS 6009
★	7	7	LET ME IN YOUR LIFE Aretha Franklin, Atlanta SD 7292	34	37	4	BEST OF THE MOMENTS Stang ST 1019 (All Platinum)
5	1	14	LOVE IS THE MESSAGE MFSB, Philadelphia International KZ 32707 (Columbia)	35	26	33	LET'S GET IT ON Marvin Gaye, Tamla T 329 VI (Motown)
★	10	5	MIGHTY LOVE The Spinners, Atlantic SD 7296	36	30	10	MAKOSSA MAN Manu Dibango, Atlantic SD 7276
7	3	26	IMAGINATION Gladys Knight & The Pips, Buddah BDS 5141	37	32	11	GRAHAM CENTRAL STATION Warner Bros. BS 2763
8	9	37	INNERVISIONS Stevie Wonder, Tamla T 326 L (Motown)	38	33	47	HEAD TO THE SKY Earth, Wind & Fire, Columbia KC 32194
9	5	13	HEAD HUNTERS Herbie Hancock, Columbia KC 32731	39	39	23	ROCKIN' ROLL BABY Stylistics, Avco AV 11010
10	11	24	SHIP AHOY O'Jays, Philadelphia International KZ 32408 (Columbia)	★	51	2	SCRATCH The Crusaders, Blue Thumb BTS 6010
★	16	5	WAR LIVE United Artists UA-LA 193 J2	41	45	3	I CAN'T STAND THE RAIN Ann Peebles, Hi XSHL 32079 (London)
★	20	3	OPEN OUR EYES Earth, Wind & Fire, Columbia KC 32712	42	41	19	OUT HERE ON MY OWN Lamont Dozier, ABC ABCX-804
13	14	9	EUPHRATES RIVER Main Ingredient, RCA APL1-0335	★	-	1	BACK TO OAKLAND Tower Of Power, Warner Bros. BS 2749
14	6	12	LOOKIN' FOR A LOVE AGAIN Bobby Womack, United Artists UA LA 1996	44	42	8	KOOL JAZZ Kool & The Gang, De-lite DEP 4001 (P.I.P.)
15	15	22	STONE GON' Barry White, 20th Century T 423	45	43	53	I'VE GOT SO MUCH TO GIVE Barry White, 20th Century T 407
16	18	29	WILD & PEACEFUL Kool & The Gang, De-Lite DEP 2013 (P.I.P.)	★	-	1	PURE SMOKEY Smokey Robinson, Tamla T6-33151 (Motown)
17	13	12	BLUE MAGIC Atco 7038	47	44	18	SHOW AND TELL Al Wilson, Rocky Road RR 3601 (Bell)
18	19	18	LIVIN' FOR YOU Al Green, Hi ASHL 32082 (London)	48	46	21	HIS CALIFORNIA ALBUM Bobby Blue Bland, Dunhill DSX 50163 (ABC)
19	21	28	IT'S BEEN A LONG TIME New Birth, RCA APL 1-0285	49	54	2	THEY SAY I'M DIFFERENT Betty Davis, Just Sunshine JSS-3500 (Famous)
20	12	23	WAR OF THE GODS Billy Paul, Philadelphia International KZ 32409 (Columbia)	★	-	1	MEETING OF THE MINDS Four Tops, ABC-Dunhill DSD-50166
21	23	24	DIANA AND MARVIN Diana Ross and Marvin Gaye, Motown M803V1	51	52	2	THE MASTER Chico, Stax ENS 7501 (Columbia)
22	17	18	1990 Temptations, Gordy G-966V1 (Motown)	52	-	1	ANTHOLOGY Marvin Gaye, Motown M9 791A3
23	28	6	THE DELLS VS. THE DRAMATICS The Dells, The Dramatics, Cadet CA 60027 (Chess/Janus)	53	53	2	WHAT THE... YOU MEAN I CAN'T SING Melvin Van Peebles, Atlantic SD 7295
24	27	4	STREET LADY Donald Byrd, United Artists BW-LA 140 F	54	55	3	ETHNIC STEW Tribe, ABC ABCX 807
25	24	18	UNREAL Bloodstone, London XPS 634	55	48	33	TO KNOW YOU IS TO LOVE YOU B.B. King, ABC ABCX 794
★	35	3	+ 'JUSTMENTS Bill Withers, Sussex SRA 8032	56	56	3	SWEET SURRENDER Margie Joseph, Atlantic SD 7277
27	22	35	UNDER THE INFLUENCE OF Love Unlimited, 20th Century T 414	57	40	13	CHECK IT OUT Tavares, Capitol ST 11258
28	25	25	BLACK & BLUE Harold Melvin & The Blue Notes, Philadelphia International KZ 32407 (Columbia)	58	47	11	DO YOU HAVE THE TIME Youngbloods, 20th Century T-427
29	31	6	JAMALCA Ahmad Jamal, 20th Century T 432	59	50	18	LAST TIME I SAW HIM Diana Ross, Motown M 812V1
★	38	4	BLACKS AND BLUES Bobbi Humphrey, Blue Note BN LA 142-G (United Artists)	60	49	11	EBONYS Philadelphia International KZ 32419 (Columbia)

Billboard SPECIAL SURVEY for Week Ending 4/27/74

Easy Listening

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These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

This Week	Last Week	Weeks on Chart	TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)
1	2	8	I'LL HAVE TO SAY I LOVE YOU IN A SONG Jim Croce, ABC 11324, (Blendingwell/American Broadcasting, ASCAP)
2	1	7	KEEP ON SINGING Helen Reddy, Capitol 3845 (Pocket Full Of Tunes, BMI)
3	3	8	TSOP M.F.S.B., Philadelphia International 7-3540 (Columbia), (Virgin, ASCAP)
4	4	9	PIANO MAN Billy Joel, Columbia 45963, (Home Grown/Tinker Street Tunes, BMI)
5	6	13	THE ENTERTAINER Marvin Hamlisch, MCA 0174, (Mulltmoor, BMI)
6	10	7	HELP ME Joni Mitchell, Asylum 11034, (Crazy Crown, BMI)
7	8	11	MIDNIGHT AT THE OASIS Maria Muldaur, Reprise 1183 (Warner Bros.), (Space Potatoe, ASCAP)
8	5	10	A VERY SPECIAL LOVE SONG Charlie Rich, Epic 5-11091 (Columbia) (Algee, BMI)
9	7	10	THE LORD'S PRAYER Sister Janet Mead, A&M 1491, (Almo, ASCAP)
10	12	9	BEST THING THAT EVER HAPPENED TO ME Gladys Knight & The Pips, Buddah 403, (Keca, ASCAP)
11	9	13	SUNSHINE ON MY SHOULDER John Denver, RCA 0213, (Cherry Lane, ASCAP)
12	20	6	OH VERY YOUNG Cat Stevens, A&M 1503, (Ackee, ASCAP)
13	11	14	SEASONS IN THE SUN Terry Jacks, Bell 45432 (E.B. Marks, BMI)
14	22	5	ALL IS FAIR IN LOVE Barbra Streisand, Columbia 158975, (Stein, Van Stock/Black Bull, ASCAP)
15	14	10	TELL ME A LIE Sami Jo, MGM South 7029, (Fame, BMI/Rich Hall, ASCAP)
16	16	10	SINGIN' IN THE RAIN Sammy Davis, Jr., MGM 14685, (Robbins, ASCAP)
17	13	11	MOCKINGBIRD Carly Simon & James Taylor, Elektra 45880, (Unart, BMI)
18	30	3	I WON'T LAST A DAY WITHOUT YOU Carpenters, A&M 1521, (Almo, ASCAP)
19	15	14	DARK LADY Cher, MCA 40161 (Senor, ASCAP)
20	17	24	ERES TU/TOUCH THE WIND Mocedades, Tara 100 (Famous), (Radmus, ASCAP)
21	33	3	IF YOU LOVE ME (Let Me Know) Olivia Newton-John, MCA 40209, (Al Gallico, BMI)
22	24	6	TUBULAR BELLS Mike Oldfield, Virgin 55100 (Atlantic), (Virgin, ASCAP)
23	27	8	I'M A TRAIN Albert Hammond, Mums 7-6026 (Columbia), (Leeds, ASCAP)
24	25	7	OH MY MY Ringo, Apple 1872 (Capitol), (Braitree, BMI)
25	18	14	STAR Stealers Wheel, A&M 72508 (Hudsonbay, BMI)
26	29	6	HAPPINESS IS ME AND YOU Gilbert O'Sullivan, Mam 3636 (London), (Mam, ASCAP)
27	28	9	LOVING ARMS Kris Kristofferson & Rita Coolidge, A&M 1498, (Almo, ASCAP)
28	26	8	SKYBIRD Neil Diamond, Columbia 4-45998, (Stone Bridge, ASCAP)
29	31	7	TOUCH A HAND MAKE A FRIEND Staple Singers, Stax 0196 (Columbia) (East/Memphis, BMI)
30	42	2	YOU WON'T SEE ME Anne Murray, Capitol 3867, (Maclean, BMI)
31	35	5	BAD, BAD LEROY BROWN Frank Sinatra, Reprise 1196 (Warner Bros.), (Blendingwell, American Broadcasting, ASCAP)
32	34	7	ONE HELL OF A WOMAN Mac Davis, Columbia 46004 (Screen-Gems Columbia/Songpainter/Sweet Glory BMI)
33	36	2	DON'T YOU WORRY 'BOUT A THING Stevie Wonder, Tamla 54245 (Motown), (Stein & Van Stock/Black Bull, ASCAP)
34	32	7	HOOKED ON A FEELING Blue Swede, EMI 3627 (Capitol), (Press, BMI)
35	40	2	(I'VE BEEN) SEARCHIN' SO LONG Chicago, Columbia 46020, (Big Elk, ASCAP)
36	37	3	IT ONLY HURTS WHEN I TRY TO SMILE Dawn featuring Tony Orlando, Bell 45,450, (Levine & Brown, BMI)
37	38	4	PRISONER OF LOVE Vogues, 20th Century 2085, (Mayfair, Sherwin ASCAP)
38	43	4	SUNDOWN Gordon Lightfoot, Reprise 1194 (Warner Bros.), (Moose, CAPAC)
39	41	4	TRAVELING BOY Garfunkel, Columbia 4-46030, (Almo, ASCAP)
40	-	1	THE STREAK Ray Stevens, Barnaby 600 (Chess/Janus), (Aham, BMI)
41	46	3	MY GIRL BILL Jim Stafford, MGM 14718, (Kaiser, Famous, Boo, ASCAP)
42	45	3	RHINESTONE COWBOY Larry Weiss, 20th Century 2084, (20th Century, House of Weiss, ASCAP)
43	39	6	VIRGINIA (Touch Me Like You Do) Bill Amesbury, Casablanca 0001 (Warner Bros.), (Bay, BMI)
44	50	2	FOREVER YOUNG Joan Baez, A&M 1516, (Rams Horn, ASCAP)
45	-	1	GEORGIA PORCUPINE George Fischhoff, United Artists 410, (United Artists, ASCAP)
46	49	3	IS IT RAINING IN NEW YORK CITY Cashman & West, Dunhill 4380 (ABC), (Sweet City Songs, Inc., ASCAP)
47	-	1	STANDING AT THE END OF THE LINE Lobo, Big Tree 15001 (Atlantic), (Kaiser/Famous, ASCAP)
48	-	1	JUST DON'T WANT TO BE LONELY The Main Ingredient, RCA 0205, (Bellboy, BMI)
49	-	1	I ONLY HAVE EYES FOR YOU Mel Carter, Romar 716 (MGM), (Warner Bros., ASCAP)
50	-	1	YOU MAKE ME FEEL BRAND NEW The Stylistics, Avco 4634, (Mighty Three, BMI)

Classical Music

Silent Film Music Score LP on Angel



PIANIST Murray Perahia, Columbia Records artist, moves from the keyboard to the podium to lead the Baltimore Symphony Orchestra in their April 7 concert. The performance marked Perahia's conducting debut. The all-Mozart concert included two piano concertos, with Perahia doubling as soloist and conductor.

LOS ANGELES—Angel Records is issuing "Sound of Silents," an LP program of music especially composed for nine film classics. The recording features organist Lee Erwin at the console of the Fox-Capitol Theatre Wurlitzer pipe organ.

Erwin, organist-composer and veteran performer of silent films, radio and TV, has scored music which recreates "The Eagle," "Phantom of the Opera," "Queen Kelly" and "The General." Also included are scores for "Thief of Bagdad," "My Best Girl," "Wings" and Erno Rapee's ever-popular Charmaine from "What Price Glory?" and Diane from "Seventh Heaven."

An Angel recording team, headed by producer Patti Laursen and

recording engineer Carson Taylor, traveled to rural Maryland to the home of Richard F. Kline, Jr. to tape the Wurlitzer pipe organ. Originally housed in the Fox-Capitol Theatre in Washington, the organ was obtained by theater organ enthusiast Kline, who had a studio designed and constructed around it.

Also incorporating a second Wurlitzer from a theater in Pennsylvania, the organ is an example of these unique instruments. The Angel recording is scheduled for a May 6 release, and will be available on LP, Cartridge and Cassette tape.

Further releases of Lee Erwin performing on the Wurlitzer are planned for summer and fall.

Vox Jox

Continued from page 27

All program directors please note: A first offense on a promotion causing this kind of disruption of phones brings a scolding, but the FCC intends to get very tough with repeat-

Dave Dworkin, 612-636-7239, first ticket, is looking for a full-time position. Had been part-time at KTSP-AM in Minneapolis. . . . A note from David H. Tucker, KCAB-AM, Dardanelle, Ark.: "I am trying to get some sort of recognition for the Jordanaires. I have known these four fellows for quite awhile and know they have done so much for the music industry, especially in the country music field around Nashville. I talked with Gordon Stoker the other day and he said that he and the Jordanaires had appeared as background artists on millions of records.

"The present group has been together since 1958 when Ray Walker joined, replacing Hugh Jarrett on bass. That has been the only change in all those years and that must be some kind of record in itself. I have known Gordon, Ray, Hoyt and Neal since doing a radio show with them in 1958. Their voices add so much to a recording session and have been 'instrumental' in making a hit out of an otherwise ordinary sound.

"I have gotten excited about trying to help them get some much-earned recognition and would like to get the backing of other people in the business around the country. If anyone in the broadcasting field—radio stations, record industry, artists, air personalities—have any suggestions, I'd like to hear them. I just feel strongly that these fellows deserve some long overdue recognition." Great idea! I, too, feel that the guys deserve recognition. I remember their oohwahs from years ago. Or was that doowahs?

Mike Butts reports in from KIMN-AM in Denver where he's doing the morning show. Says he would like to thank Larry and Robin of the RCA office there "for hiring the guy and girl streakers who struck through my show this morning while I was doing an on air streak strip to the stripper." Lineup at the rocker now includes Butts until 10 a.m., Scott Kenyon until 2 p.m., Danny Davis 2-6 p.m., Dave Cherry 6-10 p.m., C.C. McCartney until 2 a.m.,

(Continued on page 32)

35 Small Indie Labels Meet Over Problems

Continued from page 1

inventories at stores, suggests quantities of better selling items, writes orders and sends them to companies.

He then receives a 10 percent commission one month after the store is billed for the records he has sold. It was proposed that NMDS consider the hiring of a similar salesman. NMDS, a nonprofit organization, has one full-time salesman and is seeking another through additional funding, it was stated. The peril of indiscriminate unloading of product to stores by an overzealous salesman or label, and the need to check on credit of new accounts were other subjects aired.

Sale to libraries, music libraries and schools were discussed in depth. One company noted that this constitutes some 20 percent of its sales. The general feeling was that the entire NMDS catalog should be used as a major selling point to many institutions across the country.

The increase in pressing costs also came under scrutiny and it was suggested that NMDS acquire a printing press or attempt to obtain a collective pressing plant. On the subject of promotion, NMDS announced that in many cases it would now waive the decision to the companies on the offering of promo copies to unknown radio stations and reviewers. It was stated that radio stations are being asked to purchase LP's at wholesale prices and are cooperating in supplying a list of receptive retail stores in their broadcast area. Other promotional subjects centered on the recommendation that the la-

bels themselves supply stores with promotional copies for in-store play. NMDS had serviced the stores on a small scale. The distribution company offered to supply the labels with a list of selected stores for such a purpose and suggested that such a promotion be tied in with an accompanying notice that the LP was one of the entire catalog available from NMPS.

Advertising costs were discussed, and it was suggested that collective advertising be undertaken. It was pointed out that NMDS had placed ads in Schwann Catalog and in other publications. Suggestions centered on ways of securing free or minimal-cost promotion, including public service spots on radio, the stress on the availability of the catalog.

Other items aired revealed that NMDS had been invited to attend the NAIRD conference, and a recommendation of leasing of masters to foreign companies, over the practice of exporting LP's. Also, it was agreed that something similar to NMDS in the way of nonprofit organizations was needed for concert booking and promotion. The meeting concluded with a vote to hold regular sessions four times yearly. The next meeting was set for June 21. The group has named itself FIRM (Friendly Independent Record Makers).

Companies in attendance included CRI Records, Desto Records, Opus One Records, Third World Records, CJR Records, PM Records, India Navigation Records and Center for New Music Records.



LEONTYNE PRICE and James Levine, principal conductor of the New York Metropolitan, chat at an RCA Records party held recently for the singer after the opening performance of "Don Giovanni."

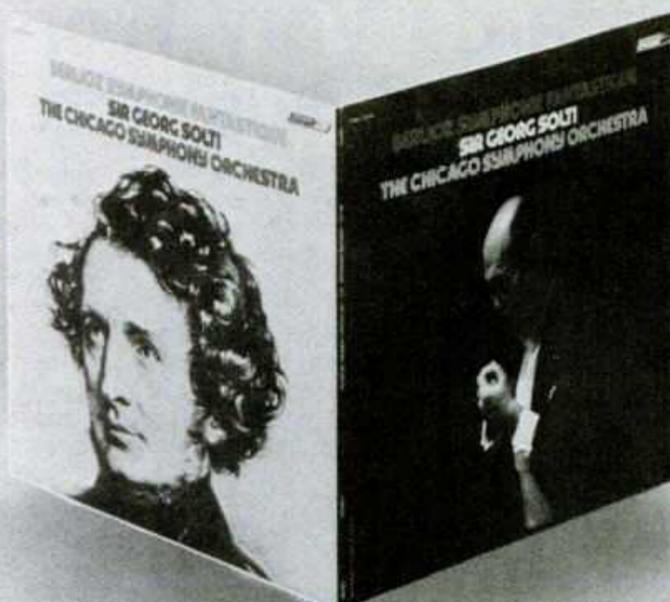
Best Selling Classical LP's

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This Week	Last Report	Weeks on Chart	TITLE, Artist, Label & Number
1	1	42	SCOTT JOPLIN: PIANO RAGS, VOL. 1 Joshua Rifkin, Nonesuch 71248 (Elektra)
2	10	42	SCOTT JOPLIN: PIANO RAGS, VOL. 2 Joshua Rifkin, Nonesuch 71264 (Elektra)
3	3	42	SCOTT JOPLIN: THE RED BACK BOOK Gunther Schuller, Angel S-36060 (Capitol)
4	21	6	VERDI: I VESPRI SICILIANI Arroyo/Domingo/Milnes/Raimondi, New Philharmonic (Levine) RCA ARL4-0370
5	7	17	RACHMANINOFF: VESPERS U.S.S.R. Russian Chorus & Soloists, Melodiya SRB 4124 (Capitol)
6	22	6	CASABLANCA: CLASSIC FILM SCORES FOR HUMPHREY BOGART National Philharmonic (Gerhardt), RCA APL1-0422
7	33	14	KING OF THE HIGH C's Luciano Pavarotti, London 26373
8	5	17	SWITCHED ON BACH II Walter Carlos, Columbia KM 32659
9	12	42	SWITCHED-ON BACH Carlos/Folkman, Columbia MS 7194
10	-	1	CANTOS DE ESPANA: ALBENIZ Alicia De Larrocha, Piano, London CSA 2235
11	32	42	BACH: FLUTE SONATAS (complete) Rampal, Odyssey Y2-31925 (Columbia)
12	19	20	E. POWER BIGGS PLAYS SCOTT JOPLIN Columbia M 32495
13	2	24	PUCCINI: TURANDOT Sutherland/Pavarotti/Caballe/Ghiaurov/Krause/Pears, (Mehta), London OSA 13108
14	6	36	PUCCINI: LA BOHEME Pavarotti/Freni/Von Karajan, London OSA 1299
15	-	1	TCHAIKOVSKY: SWAN LAKE BALLET IN 4 ACTS, OPUS 20 Netherland Radio Philharmonic (Fistoulari) Phase 4 2SPC 21101 (London)
16	11	20	PRIMO TENORE: LUCIANO PAVAROTTI London OS 26192
17	8	26	CLASSIC FILM SCORES FOR BETTE DAVIS National Philharmonic of London (Gerhardt), RCA ARL 1-0183
18	23	42	MAHLER: 8th SYMPHONY Chicago Symphony Orchestra (Solti), London OSA 1295
19	9	26	PROKOFIEFF: ROMEO AND JULIET (complete ballet) Cleveland Orchestra (Maazel), London CSA 2313
20	14	14	THE CHRISTOPHER PARKENING ALBUM Angel S-36069 (Capitol)
21	-	1	JANET BAKER SINGS SCHUBERT Seraphim SIB 6083 (Capitol)
22	4	34	PIANO MUSIC BY GEORGE GERSHWIN William Bolcom, piano, Nonesuch E 71284 (Elektra)
23	13	42	THE SEA HAWK National Philharmonic Orch. of London (Gerhardt), RCA LSC 3330
24	25	30	MAHLER: 5th SYMPHONY Chicago Symphony (Solti), London CSA 2228
25	26	6	MAHLER: SYMPHONY #10 New Philharmonic Orch. (Wyn Morris), (Phonogram) Philips 6700067 (Mercury)
26	28	42	BACH BRANDENBURG CONCERTOS Ristenpart, Nonesuch 73006 (Elektra)
27	30	18	BEETHOVEN: SYMPHONY #9 Chicago Symphony (Solti), London CS P8
28	37	22	ROSSINI: WILLIAM TELL Caballe/Gardelli, Angel SEL 3793 (Capitol)
29	17	18	PUCCINI: TOSCA Price/Domingo/Milnes, New Philharmonia Orchestra (Mehta), RCA ARL2-0105
30	-	1	ZUKERMAN PLAYS AND CONDUCTS VIVALDI Columbia 32693
31	15	20	BEETHOVEN: PIANO CONCERTOS Ashkenazy, (Solti), London CSA 2404
32	31	9	BERLIOZ: LA DAMNATION DE FAUST Gedda/Bastin/Veasey/London Symphony Orch. & Chorus/Ambrosian Singers (Davis), Philips 6703 042 3 (Phonogram)
33	35	9	THE BEST OF JOHN WILLIAMS Columbia M3X 32677
34	36	6	RODRIGO: CONCERTO DE ARANJUEZ: FANTASIA Nat'l Opera De Monte Carlo (De Almeida) (Phonogram) Philips 6500 454 (Mercury)
35	-	1	WELL-TEMPERED SYNTHESIZER Walter Carlos, Columbia MS 7286
36	-	1	BEETHOVEN: SONATA #23 IN F MINOR (Appassionata) BEETHOVEN: SONATA #21 IN C MAJOR (Waldstein) Vladimir Horowitz, Piano, Columbia M-31371
37	-	1	IVES: SYMPHONY #1 ELGER: ENIGMA VARIATIONS Los Angeles Philharmonic Orchestra (Mehta) London CS 6818
38	16	42	VERDI: RIGOLETTO Sutherland/Pavarotti, London Symphony London OSA 13105
39	39	14	ADAGIO Von Karajan, DGG 2530-247 (Polydor)
40	-	1	THE GREAT RACHMANINOFF CONCERTOS: VOLUME 1 Van Cliburn RCA ARL2-0318

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APRIL 27, 1974, BILLBOARD

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VLADIMIR ASHKENAZY
Andre Previn-The London Symphony Orchestra

Rachmaninov:
PIANO CONCERTOS NOS. 1 & 2
VLADIMIR ASHKENAZY
"The Rachmaninov idiom comes as second nature to him."
STEREO REVIEW
CS 6774

THE LEADERS ARE ON



WHERE CLASSICS MEAN SALES!

Jukebox Programming

'45' Standards Vary Worldwide Causing United Push on Quality

By EARL PAIGE

LOS ANGELES—The first comparison of worldwide standards for the manufacture of singles shows surprising nonconformance and will result in a combined improvement effort by the major U.S. associations of recording manufacturers and hardware makers, reports Ralph Cousino, chairman of a special ad hoc committee that met last week in Chicago.

The push for better quality 45's stems from criticism first raised at the Billboard jukebox programming conference last spring, where both the jukebox and home phonograph market segments found myriad faults with standard adherence.

The ad hoc committee formed by the hardware group, Electrical Industries Assn. (EIA) P8.2 standards committee, reviewed for the first time standards from Recording Industries Assn. of America (RIAA), International Electrotechnical Commission (IEC—the European counterpart of EIA) and Japanese Industry Standards (JIS).

Cousino of Capitol says RIAA's engineering committee and the full EIA p8.2 committee will now consider implementing five steps toward improved standards.

The lack of adherence was pointed up by the review of 26 various European disks, which according to IEC specifications, should have serrations to insure proper turntable friction. Despite IEC's adoption of the specification in 1971, 10 or nearly half, had no serrations. RIAA's, EIA's and JIC's have optional specifications for serrations.

In another of the five areas, warpage, it was found that only KIS included a warpage specification.

Needle'setdown diameter, an area where jukebox makers have had to use a lesser dimension than RIAA and EIA specified, was another non-standardization. "Some records have lead-in spirals from the edge, while others do not," Cousino reports.

Record thickness also varied. In

this area, the ad hoc committee wants to determine maximum deflections of gripping forces required by jukeboxes.

Label-peeling, the fifth area, will be approached from the standpoint of a temperature cycle test to determine the goodness of label adhesives. "A pull test alone is not considered adequate to prevent peeling," he says.

Members of the ad hoc group included besides Cousino are Brent Albright, MCA; Richard Blinn, Capitol; William Findlay, Rock-Ola; Edward Hanson, North American Philips; Warren Rex Isom, RCA; Harry Jarrett, GE; and Joe Wells, RCA.

Of all problem areas, thinness most troubles jukebox programmers. Lack of sufficient friction most bothers home phonograph manufacturers.

In fact, it was the combination of numerous jukebox complaints and the work of C. E. Bedford of GE in contacting 1,200 labels that first alerted the industry. Bedford was awarded a Billboard Trendsetter award for his efforts.

Cousino says that even though complaints have been less numerous the year following the conference,

this does not affect the committee's push for improvements.

Moreover, jukebox operators, now more conscious than ever of conserving gasoline, and cutting back on trouble calls and route cycle servicing, will find breakdowns from poor quality disks even more bothersome, Findlay notes.

Work on finally getting the various standards together was tedious, Cousino says, in explaining the relatively lack of activity in recent months. Moreover, each meeting has resulted in new discoveries.

For example, in two subcommittee meetings immediately following the conference, one attended by RIAA president Stan Gortikov and Fred Granger, Music Operators of America executive director, the subject of jukebox gripper arm deflection force was not discussed. Now, the ad hoc group will determine this factor.

More information will be sought on the temperature environment of the jukebox so that this will be included in warpage standard recommendations.

RIAA and EIA will consider both serrations and other friction control measures in the joint efforts of their committees.

What's Playing?

A weekly survey of recent purchases and current and oldie selections getting top play.

BELOIT, WIS.: COUNTRY, POP PURCHASES

- John Quigley
Gas Light Music Co.
1600 4th St. 53511
- Country
- "The Older The Violin." Hank Thompson. Dot 17490
 - "Superskirt." Connie Cato, Capitol 3788
- Pop
- "I've Been Searching So Long." Chicago, Columbia 46020
 - "The Show Must Go On." Three Dog Night, Dunhill 4382
 - "WOLD." Harry Chapin, Elektra 45874
 - "Come and Get Your Love." Redbone, Epic 11035
 - "Beyond The Blue Horizon." Lou Christie, Three Brothers 402
 - "Star Baby." Guess Who, RCA 0217
- Spinners
- "Locomotion." Grand Funk, Capitol 3840
 - "Rock and Roll Hoochie Koo." Rick Derringer, Blue Sky 2751
 - "A Very Special Love Song." Charlie Rich "Hooked On A Feeling." Blue Swede
 - "Oh My My." Ringo Starr
 - "Touch The Wind (Eres Tu)." Mocedades

- "Bennie and The Jets." Elton John
 - "TSOP." MFSB
 - "The Show Must Go On." Three Dog Night, Dunhill 4382
 - "Band On The Run." Paul McCartney/Wings, Apple 1873
- Soul
- "Satisfaction Guaranteed." Harold Melvin and The Blue Notes, Philadelphia International 3543
 - "Heavenly." Temptations, Gordy 7135
 - "We Could." Charlie Pride, RCA 0257

MADISON, WIS.: POP PURCHASES

- Pat Schwartz
Modern Specialty Co.
405 N. Broom 53703
(608) 256-0216
- "Dance With The Devil." Cozy Powell, Chrysalis 2029
 - "I Won't Last A Day Without You." Carpenters, A&M 1521
 - "Piano Man." Billy Joel
 - "Tubular Bells." Mike Oldfield
 - "The Entertainer." Marvin Hamlisch, MCA 0174*
- *(Started slow, got real big after Oscars)



CHICAGO: SOUL PURCHASES

- Billy McClain
Eastern Music Co.
513 E. 75th St.
(312) 487-4900
- "I'm In Love." Aretha Franklin, Atlantic 2999
 - "Don't You Worry 'Bout A Thing." Stevie Wonder, Tamla 54245
 - "Behind Closed Doors." Little Milton, Stax 0210
 - "I'll Be The Other Woman." Soul Children, Stax 0182
 - "For The Love Of Money." O'Jays, Philadelphia International 3544

EAST CHICAGO, IND.: POP, SOUL

- Frances Wieland
Midwest Automatic Music
4202 Tod Ave.
(219) 397-4289
- "Keep On Singing." Helen Reddy
 - "I've Been Searching So Long." Chicago, Columbia 46020
 - "Happiness Is Me and You." Gilbert O'Sullivan, MAM 3636

MANKATO, MINN.: COUNTRY PURCHASES

- Barb Walther
C&N Sales
605 North 7th 56001
(507) 387-7986
- "We Could." Charlie Pride, RCA 0257
 - "Pure Love." Ronnie Milsap, RCA 0237
 - "Dallas." Connie Smith, Columbia 46008
 - "Again Today." Faron Young, Mercury 73464
 - "Just For Old Times Sake." Eddie Arnold, MGM 14711
 - "Something." Johnny Rodriguez, Mercury 73471
 - "Double Your Pleasure." Cates Sisters, MCA 40211
 - "Tell Me A Lie." Sami Jo Spinner
 - "The Older The Violin." Hank Thompson, Dot 17490



Latin Scene

NEW YORK

The Fania All-Stars are booked for the Poliedro in Venezuela June 8. Negotiations for the date were recently completed between Fania president Jerry Masucci and Ernesto Aue, president of El Palacio de la Musica de Venezuela. The Poliedro was the site of the recent heavy weight championship boxing match between George Foreman and Ken Norton.

Latin labels here, as well as in Miami and on the West Coast, are gearing releases to coincide with this year's Mother's Day—always a productive sales period, along with Christmas time, for Latin music in both North American and South American markets.

... Gustavo Perez, program director of radio station KBUY-FM, Fort Worth/Dallas, tells us that the station's format will be turning more towards "oldies." He is looking for label service on product, having described 'oldies' as disks from a year old to 10 years old which still can attract a listening audience. ... Johnny Ventura and Maximo Polanco were presented gold records at a Ventura dance in Miami March 30. The awards were presented for Ventura's recording of Polanco's "La Protesta de los Feos" composition. Mateo Records president Mateo San Martin joined in the presentation ceremonies.

Orchestra Power, 12-piece Puerto Rican group, is in town to record a new album for Mericana Records, and for performances at the Act I, the Corso and the Hippocampo Club.

Juan Robles, the group's leader, also talking over forthcoming marketing and promotional plans with Mericana general manager Ralph Lew. ... Also at Mericana, Alejandro Hernandez, son of the late composer Raphael Hernandez, is preparing his first solo LP. Scheduled for a fall release, the LP features unreleased material written by Hernandez, Sr. Alejandro is also a member of Orchestra Power. ... Pronto Records artist Camilo Sesto will be coming here for a series of concerts in May. The tour will mark his New York debut. ... Roberto Torres out with a new single for Mother's Day. ... Joe Bataan Picking up crossover airplay with his "Salsoul" disk.

Celia Cruz and Johnny Pacheco coming out with a new LP on Vaya Records. ... Mongo Santamaria's single, "Coyulde," is from the live LP at Yankee Stadium with the Fania All-Stars. ... Ismael Quintana is in the studio preparing a new album for Vaya Records. ... Len Levy, former Epic Records vice president and now heading his own consulting firm in Florida, recently huddled with record executives from Texas in the hopes of expanding Tex-Mex sounds into the country market, and vice versa.

JIM MELANSON

MIAMI

Los Chavales de Espana (The Kids from Spain) are at the Carillon Hotel on Miami Beach for their regular three month stay. Appearing with them are Los Duendes, a Flamenco dance act. ... International Records, part of the Fania Records family of labels, recently hosted a successful reception here for songstress Blanca Rosa Gil's opening at the Centro Espanol. Her single, "Camas Cemelas," and her album are both doing well here. ... Also picking up action here is Chirino's new LP. He is playing to packed houses at the Numero Uno club. On the bill with Chirino is Willie Vega's Conjunto.

Alhambra Records has released a salsa album by Frank Ferrer and Pedro Tamayo's latest LP. ... Mateo San Martin has signed Tipica Zodiaco, a local charanga group, to Mate Records. ... Pedro de Pool, former program director and disk jockey on WCMQ-AM here, is moving with his family to Panama to become program director of the largest radio station in Panama City. ... Mate Records has released the single "Madre" for Mother's Day. ... Johnny Ventura and Los Riveros have a new album out on Kubaney Records. ... Local artist and designer Drago becoming increasingly busy with record cover work. He leaves for Puerto Rico shortly, to work on the new Gran Combo cover, among others. Alexis Fari's "yearly dance of the factory workers" drew an unprecedented 6,000 people into the Dinner Key Auditorium here. On the bill for the event were Conjunto Universal, Blanca Rosa Gil and Jovenes del Hierro.

ART (ARTURO) KAPPER

Billboard SPECIAL SURVEY for Week Ending 4/27/74

Billboard Special Survey Hot Latin LP's

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IN MIAMI			
This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	TITLE—Artist, Label & Number (Distributing Label)
1	LUIS GARCIA "Cerca De Ti," Audio Latino 4000	6	NELSON NED "Nelson Ned," UA Latino 1550
2	RAY BARRETTO "Indestructible," Fania 456	7	ROBERTO ROENA "Apollo Sound #5," Fania 443
3	LISETTE "Martes, Dos De La Tarde," Borinquen 1253	8	JULIO IGLESIAS "Soy," Alhambra 16
4	GRAN COMBO "#5," EGC 005	9	HELENO "No Son Palabritas," Carino 3238
5	CONJUNTO UNIVERSAL "Conjunto Universal," Velvet 1471	10	TEDDY TRINIDAD "Rompanos El Contrato," International 454

IN NEW YORK			
This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	TITLE—Artist, Label & Number (Distributing Label)
1	RAY BARRETTO "Indestructible," Fania SLP00456	6	ROBERTO ROENA "Apollo Sound #5," Fania 443
2	EDDIE PALMIERI "University of P.R.," Coco DCLP #107	7	DANNY RIVERA "En Concierto," Velvet 1477
3	PELLIN RODRIGUEZ "Quemame Los Ojos," Borinquen 1254	8	GRAN COMBO "#5," EGC 005
4	WILLIE COLON "Lo Mato," Fania SLP00444	9	BOBBY VALENTIN "Rey Del Bajo," Fania 457
5	ROBERTO TORRES "El Castigador," Mericana MYS 114 (Caytronics)	10	JOE BATAAN "SalSoul," Mericana XMS-124 (Caytronics)

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APRIL 27, 1974, BILLBOARD

Vox Jox

Continued from page 30

Ed Green all night, and swing men Nick St. John and Jim Strickland. Carl Wigglesworth is program director. ... WNCR-FM, Cleveland, is looking for a good country music air personality; talk to program director Ben Payton. ... WLEE-AM news director Bill Watts has resigned to tour Europe, so Bob Paiva, program director of the Richmond rocker, is looking for a good young news personality; morning drive is open.

Buddy King is leaving KVOL-AM in Lafayette, La., where he was music director about the past five years. He's going into independent record promotion, working Louisiana, Texas and Mississippi. Labels can reach him via 318-232-7839. Says he also has three good groups he'd like to lease masters on. ... KTON-AM in Killeen, Tex., held a big tour of Eddy, Tex., the other day to show big city Killeen folks what a small town was like. Everyone on the bus tour was honored with a big reception at Grannies Kitchen in Eddy, the town's major gathering spot. KTON-AM lineup now includes James Harrison 5:30-10 a.m., pro-

(Continued on page 40)

Summer CES to Be Largest of Its Kind

NEW YORK—More than 500,000 square feet of space has been reserved at Chicago's McCormick Place by the Consumer Electronics Group of the EIA for the 1974 Summer CES, making it the largest single trade show of its kind in the world, according to Jack Wayman, staff vice president of the CEG/EIA.

Wayman says that almost all the space has already been assigned to a record of more than 400 exhibitors, some 20 percent more than last year's figure.

Highlight of the 1974 Summer CES will be the first annual Video Systems Exposition and Conference, sponsored by the CEG/EIA. The event which will be held concurrent with, but separate from the CES will feature a video library, an applications theater, a conference and an exposition.

According to Wayman, the video library will provide free access to the vast array of videotape titles avail-

able, and which will be seen at individual viewing booths equipped with VTRs and monitors.

The applications theater will provide a scheduled program of video uses and applications presented by the originating producer or institutional user.

The video conference is expected to include exhibitor executive spokesmen representing hardware, software and institutional users, while the exposition will include exhibits of the major hardware manufacturers, as well as leading software suppliers and producers.

Wayman claims that the advertising and promotion for the video event will be the most extensive undertaken for the industry. "It will include full-page advertisements in the leading video industry trade press, an intensive direct mail campaign, and personalized tickets of

(Continued on page 35)

Mich. Rep, Ex-Buyer, Diversifies & Grows

Reps call on buyers every day but relatively few reps were once themselves buyers and the perspective changes when you have been on the other side of the desk. This profile of Arnold Schwartz, beginning with this installment, will focus on such a reversal of roles, inasmuch as he was formerly a buyer with a modestly sized drug store chain in Michigan. Schwartz is now head of a five-man rep organization that includes a woman sales person, and his philosophy behind hiring women is another reason for focusing on Schwartz as a new breed of rep.



SCHWARTZ

CHICAGO—The combination of sluggish sales in consumer electronics and the gas crunch has found Arnold Schwartz of Arnold Schwartz Associates, Troy, Mich., diversifying into other products. In turn he is also wedging into new accounts where he and his sales team often sell speakers and other playback items as well.

Besides recently being a buyer, Schwartz was also for seven years an engineer with GE's photo lamp division. At least two other unusual aspects of Schwartz, 31 this month, are his being a rep for five different speaker lines with none of them conflicting and his use of the Phone-Mate 800S system.

(Continued on page 34)

850-Unit T.G.& Y.: Players, Software All-media Push

By GRIER LOWRY

EDITOR'S NOTE: T.G.&Y. is an 851-unit chain component of Household Finance Corp.'s merchandising business involving over 4,500 stores under City Products Corp., Des Plaines, Ill. Other stores consist of 1,912 franchised and 10-owned Ben Franklin units; 1,054 franchised coast-to-coast units; 536-owned and 141-franchised White Stores, and individual decorator oriented chains such as Colby (Chicago), Barker (Los Angeles) and Huffman-Koos (New Jersey).

KANSAS CITY, Mo.—For the 18 family-center T.G.& Y. Stores Co., in the Kansas City district, an audio hard goods and soft lines concept which couples a steady series of all-media-pushed promotions with prime-traffic departmental locations produces a blazing high turnover.

Behind the concept is a mutually useful marriage between retailer and the distributor of tapes and records.

The company has 850-plus stores and sales in the year ended December 31 totaled \$552,536,000—an 11.8 percent growth over the previous year.

Calvin Skaggs, district manager for the company in the Kansas City area, which includes 60 stores, 18 of them family-centers with audio departments, declared recently:

Our return per square foot investment in space in tape, records and components, is higher than any other category. We put a high premium on the lively atmosphere this department, with its constant flow of new releases and new features in hard goods, creates. We



T.G.& Y.'s 60 Kansas City district stores receive delivery on consumer electronics from this large warehouse in Overland Park, Ka. Shown are "Cal" Skaggs, T.G.& Y.'s district manager (left) and Gordon Corson, a buyer in electronics.

Unsafe Cassettes Being Made, EPIE Claims In Citing Firms

By RADCLIFFE JOE

NEW YORK—The Educational Products Information Exchange Institute (EPIE) plans to file a charge of hazardous practice with the Federal Trade Commission against a number of cassette equipment manufacturers. EPIE claims these firms are producing products likely to explode when used according to the manufacturer's directions.

Among the companies cited are Norelco, Craig, Sharp, Wollensak and Voice of Music. The particular models deemed hazardous are the Wollensak 810; Sharp's PD 428U and RD 464AV; Voice of Music's VM772; the Norelco 1420; Craig's 2603, 2623 and 8134, and Sharp's RD465UA.

According to Kenneth Komoski, EPIE's director, battery leakage or explosion can occur when AC

power lines are connected to the offending cassette recorders, if the units are at the time fitted with long-life alkaline batteries.

Explaining the problem further, Komoski says that connecting the recorders to a wall outlet can apply charging current to the batteries in the set. He added that many battery manufacturers actually print a cautionary message on their products alerting users against attempts at recharging.

EPIE works closely with the Consumers Union and its efforts are partially funded by the Ford Foundation. The institute claims that the offending cassette manufacturers were informed of the situation last November.

Sony Fair Trade Push Hits 16 Retailers

NEW YORK—Sony Corp.'s fair trade push has resulted in action against 16 retail organizations and contempt of court fines for three ranging up to \$1,750 in nationwide suits, including several in the New York State Supreme Court, company officials said.

The stiffest fine was ordered by New York State Supreme Court

Justice Vincent A. Massi against Bright Manhattan Corp., a Manhattan chain and among 11 New York firms affected, including a telephone sales discounter. Other firms include three in Los Angeles and one each in Maryland and Virginia.

In ordering Bright to pay Sony \$1,750, Judge Massi said it "wil-

fully sold certain (trademarked Sony products) at prices less than the minimum retail prices stipulated" on four separate occasions during October, 1973.

Maryland Circuit Court Judge N. Ralph Mieter found Belmont Electronics, Inc., Silver Springs, Md., in contempt and ordered pay-

(Continued on page 34)

CES/SMPTE FOCUS

Video System Outlook Still Good

By BOB KIRSCH

LOS ANGELES—The failure of two major forces in the video systems field during the past year—Cartridge Television, Inc. and more recently Videorecord Corp.—have led many to wonder about the future of video. The overall outlook, however, is still an optimistic one as far as most in the industry are concerned.

Many point to the fact that the

Consumer Electronic Show June 9-12 in Chicago will initiate a seminar and exhibit on video systems. Also, companies are exposing systems widely, for example, MCA with its exhibits and demonstrations of Disco-Vision here this week at the Society of Motion Picture & Television Engineers (SMPTE) convention at Century Plaza.

Cartridge Television, of course,

offered hardware to the consumer. Most feel that the reasons for its failure included an aim at a marketplace that did not really exist and the high price of the unit (in excess of \$1,600).

Videorecord Corp. was an East Coast firm looking for franchisers to market videotape and other related equipment.

(Continued on page 35)

appreciate the image of 'now-ness' these lines give the centers. And it's the type of in-and-out merchandise which fits comfortably into our selling concept.

"It is significant, indeed," said Skaggs, "that we assign a front display position near the checkout lines to this category. Not significant only because we want the control this front position offers. Nor because the merchandise requires extraordinary exposure to sell in volume. To a large degree, it is because we like to impress on shoppers that we have merchandise in current vogue. The front location shows people that though we still have traditional variety store lines—of the 10c hairnets and pots-and-pans genre—we're also strong in this popular category."

Rackjobber Support

"Cal" Skaggs is quick to point out that a key element behind the solid job the 18 family-center stores do in this category in the district is a fruitful working arrangement with ABC Record & Tape Sales, the Des Moines-based rackjobber. Declared the T.G.& Y. district manager: "It is my personal impression that this department is only as strong as the distributing agency and its personal ambassador on the scene, the account salesman. The key to a good account is a good account salesman who handles all the essential details—keeping new releases coming in, training salespeople, setting up displays, and stocking the department and developing a promotional package which keeps traffic coming. These are the forces that help keep our department active.

"We give the rackjobber virtually carte

(Continued on page 35)

Rep Rap

Among firms pointing toward the May 8-10 **NEWCOM '74** at the Las Vegas Convention Center is **TMC Sales, Corp.**, Fort Lee, N.J. 07024, which has just expanded by 50 percent its offices and moved them to a new site across the street, said **Tom A. Marchinne**, president. With Marchinne at NEWCOM will be **Ken Burton**, vice president, and **John Finley**. TMC will headquarter at the Sahara Hotel.

Marchinne pointed out that the new offices in a new, fireproof building offer more space for both sales meetings and seminars with customers. Also, the showroom is larger, the security better and there is room to install more modern office equipment. TMC, located at the old address for 10 years, also does some warehousing.

TMC's phones remain the same: (201) 944-8340 and for New York (212) L05-5185. The new address: 2460 Lemoine Ave.

TMC reps **Maxell**, **Wollensak**, **Hallicrafters**, **Duotone**, **Cornell Dubilier** (antennas) and **Argos** (speakers), as well as numerous other lines. The firm specializes in mass merchandiser accounts with its consumer electronics lines. Territory is metropolitan New York and north New Jersey.

* * *

Robert J. Raderman has formed **Robert J.**

Sony Fair Trade

• Continued from page 33

ment of a \$1,500 fine, stipulating that if Belmont persists in violating the court's permanent injunction, Belmont will be ordered to pay Sony \$1,500 for each violation.

Also ordered to pay Sony \$500 was **James E. McDaniel**, doing business as **A&J Appliance**, Los Angeles, and found by Los Angeles County Superior Court Judge **Campbell M. Lucas** to be in contempt on two separate occasions.

Among the several permanently enjoined was telephone discount service firm **Home Sales Enterprises**, Brooklyn, headed by **Allan Reinhardt**.

Others permanently enjoined included **Audio Specialists, Inc.**, Falls Church, Va., by Judge **Burch Millsap** of the Circuit Court, **Fairfax County, Va.** and two more California firms in Superior Court action: **Lou Lotito**, dba **Hi-Fi Sound Mart**, Tujunga, Calif., and **Metzler's, Inc.**, Los Angeles.

Permanently enjoined in New York Supreme Court action were New York metropolitan firms **Bondy Export Corp.**; **Golden Appliances, Inc.**; **Kunst Sales Co.**; **Jack Stelling**, dba **Stelling TV & Appliances**; **Sam Zadan**, dba **Prospect Appliances**; **Economy Home Buying Service**, div. **Bon-El Dist.**; **Bricetti's Electrical Service, Inc.**; **Radio Clinic, Inc.**; and **Huntington, N.Y.** firm **Audio, Inc.**

Safeway Will Market Longines Blank Tape

LOS ANGELES—Safeway Stores have adopted **Longines Symphonette** blank tape for its "J-Hook" program.

Ken Hilt, Safeway merchandising manager, says the tape will probably be available in most of the chain's 2,300 outlets. The program is named for the supermarket chain's display unit, 4½-inch hooks placed near cash registers.

Phono Cable Bows

FAIRLAWN, Ohio—A new phono cable (AT610) to boost performance of CD-4 discrete turntables has been introduced by **Audio-Technica** here. Retail price is about \$6.95.

Raderman & Associates Inc., a sales rep organization with offices, showrooms and warehousing in West Los Angeles. The firm will cover California and will include home entertainment lines. Raderman's experience is primarily in audio,

Mich. Rep, Ex-Buyer, Diversifies & Grows

• Continued from page 33

Although not one of his growing list of lines, use of the phone device by **Schwartz** is a prime example of how a phone answering device can serve a rep. The 800A will take 30 messages of 30 seconds each, or with an add-on tape recorder, a total of 150 calls.

He said a C-120 can theoretically absorb on one side 120 calls, plus there would be the 30 on the machine.

Schwartz really finds valuable, however, the remote feature whereby he can phone in from any location and hear the last eight calls play back. The ninth call replaces the first in the cycle, as he calls back repeatedly during a day. Meanwhile, **Mrs. Schwartz**, or the office staff, can log the entire day's calls if **Schwartz** is out of town.

Adding Lines

Schwartz's main preoccupation lately has been the addition of several lines. His repertoire consists of:

Precision Marketing & Development Co., Golden, Colo. (Aztec and Precision Acoustic speakers)

Mirari Corp., Huntsville, Ala. (speakers featuring flocked cabinets in colors)

Hegeman Labs, East Orange, N.J. (omnidirectional speakers of column design)

Cartier Acoustics, Downsview, Ontario (speakers built into lamps for indoor/outdoor use)

having been national sales manager, audio products, **Teledyne Packard Bell**. ... **Alan Hendler** has recently been named sales engineering representative for **Agfa-Gevaert Inc.'s** magnetic tape division in the Chicago area.

Royal Sound, Freeport, Ky. (tape storage systems, headphones, car stereo players, speakers)

Bib (Div. of Revox), Syosset, N.Y. (tape and record care accessories)

Se-Kure Controls, Chicago (anti-theft devices, display alarms for equipment, phono cartridge alarm, auto and home alarms)

Ram Merchandising & Markwell Arms, Chicago (promotional scissor sets, folding liquor bar, dimensional mirrors, curio shelf, beauty caddy, backgammon table)

Sanco General Manufacturing Co., Woodside, N.Y. ("Sip 'n' serve" folding liquor bar, dimensional mirrors, curio shelf, beauty caddy, backgammon table)

Bayport Industries, Santa Ana, Calif. (chrome and butcherblock and chrome and smoked glass furniture, tables, chairs, a bar, bar chairs, egeres, and serving cart)

U.S. Lighter Co., Hollywood, Fla. (butane and Piego electronic butane lighters)

Lady Marlane, Ltd., Chicago (costume jewelry).

Schwartz is finding that mass merchandisers and department stores can sell all of the firms' lines and that the mix allows his sales people to go into furniture stores, jewelry stores, gift shops, office supply outlets, wholesale distributors, tobacco shops, and audio stores.

Next: how to beat the gas shortage, tap the housewife as a rep, fight off negativism.

Car Stereo

MOTOROLA COUNTERS

CHICAGO—There is no change foreseen in Motorola's ownership of its automotive products division following the much-publicized spin-off of the company's home television business to **Matsushita**, report officials of automotive products division.

Meanwhile, Motorola has countered criticism of the proposed sale (**Billboard**, April 20).

In reference to statements released by **Sen. Birch Bayh** urging investigation of the sale, Motorola issued a reply stating the transaction "is not a threat to American jobs, but is designed explicitly to save thousands of American jobs ... the income of the merchants who serve those employees ... the business of Motorola's distributors ... and to preserve the continuing supplier relations of hundreds of U.S. suppliers of Quasar and their thousands of employees."

Stating that essentially, **Matsushita** is buying just the color tv assets, **Motorola** said: "Matsushita is not buying Motorola's principal black and white TV production facilities in Taiwan. Assertions that the combined businesses will have 15 percent or 16 percent of the U.S. television market are erroneous."

Months ago, both companies voluntarily informed the Department of Justice of the discussions about the sale and have continually and fully kept the Justice officials informed, **Motorola** said.

Pointing to the "new world of multi-national companies," a Motorola bulletin says: "This transaction would be a positive factor both in international relations and its effect on jobs in the U.S."

"American investment is received with reasonable cordiality in most developed nations." One official points out that Motorola, for instance, has an all-French operation in France and that the Quasar operation will merely be 2.1 all-American one in the U.S. owned by the Japanese.

Morse & Ross Agree to Sale

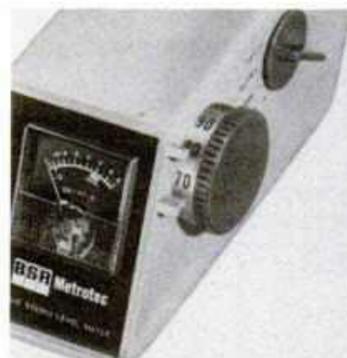
NEW YORK—**Morse Electro Products**, manufacturers of "Electrophonic" home audio systems, has signed an agreement in principle for the purchase of **Ross Electronics**, a subsidiary of the **Interphoto Corp.**

Morse is also reported to be negotiating for the purchase of **York Radio Corp.**, a firm in **Hackensack, N.J.**, which markets a line of compact and portable audio products in this country.

Closing date for the **Ross Electronics** deal is April 30. Letters of intent were signed around the end of February.

Ross's net sales for the year ending Feb. 28 were about \$8 million, a decline from \$15 million during the previous fiscal period.

New Products



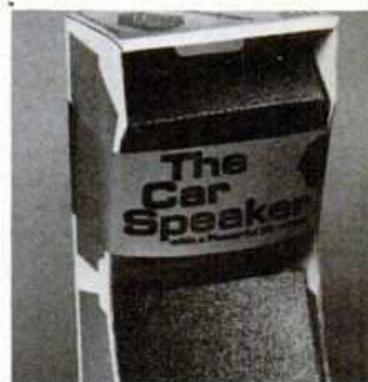
BSR introduces its **Music Sound Level Meter** which has a built-in microphone, calibrated VU meter and sensitivity control matching the meter to sound levels of up to 110dB. A test record is also included.



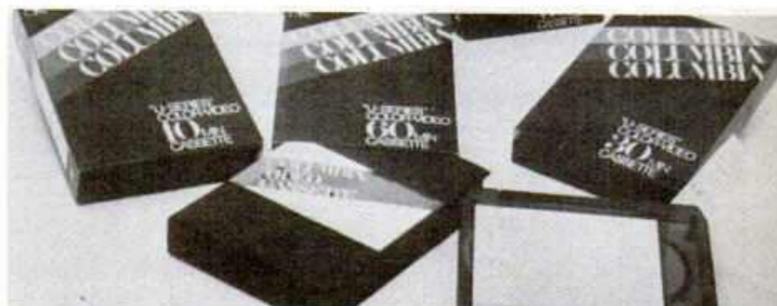
GE's Sc3211 stereo sound system features receiver, 8-track player, turntable and two high sensitivity speakers. The receiver includes automatic frequency control, tapes sequence manually or automatically and optional speaker terminal are provided. Unit priced at \$174.95.



3M adds **Scotch brand** cassette and 8-track head cleaners to its tape accessory line. Cleaners are inserted directly into tape unit and remove dust and oxide from capstans, rollers and magnetic heads. Cassette cleaner is \$1.75; cartridge cleaner, \$3.00.



KENWOOD's new **KP-5022** fully automatic direct drive turntable. Among special features are statically balanced tubular arm, stylus balance gage, stylus lamp gage, stroboscope speed adjustment, automatic indexing, arm return, power shut-off and dust cover. List \$299.95.



COLUMBIA's U-Series videocassette line in 10-, 30-, and 60-minute lengths at \$17.50, \$25.00 and \$35.00. The Sony U-Matic type cartridges are loaded with ¾" chromium dioxide tape for quality and durability



CRAIG's 3148 car stereo player with AM/FM radio is a matrix unit for in-dash installation at \$139.95.



ED-PIC's new **W25** 300 ips winder includes a unique constant tension that measures largeness of supply reel and feeds information to the holdback tension and braking circuitry. Other features are flying anvil type cutter and a larger pinch roller.

TAPE AUDIO VIDEO DIRECTORY

Consumer Electronics

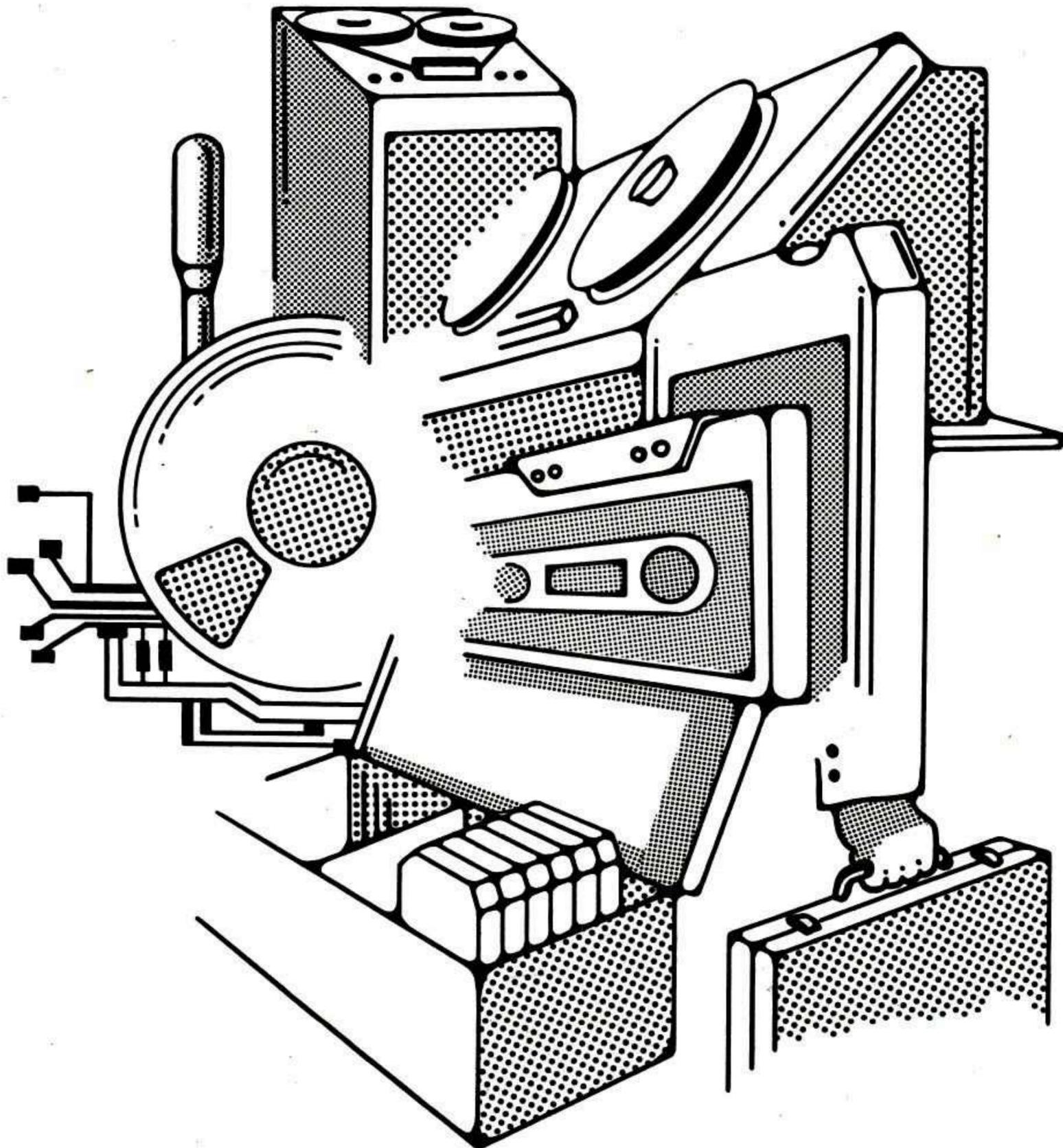
Blank Tape

Manufacturer Reps

Duplicating Equipment

Tape Services

Accessories



Tape Services Directory

PLAYBACK EQUIPMENT

The following is a Directory of Manufacturers and Importers of self-contained units only.

AFCO Electronics Inc., 471 Roland Way, Oakland, Calif. 94621. Tel: (415) 635-7000. Pres.: Erwin L. Ferer; Sales & Adv. Mgr.: Peter Knoedler.
Cartridge: (5 auto models) 4 8-tr., 1 quadrasonic 8-tr.—discrete; (2 home models). Price range: \$49.95—\$189.95.
Cassette: (1 home model). Price: \$199.95.
Brand name: AFCO.
Type of distribution: Manufacturer to retailers.

A P F Electronics Inc., 375 Park Ave., New York, N.Y. 10022. Tel: (212) 758-7550. Pres.: Albert Friedman; Exec. VP & Sales Mgr.: Sy Lipper.
Cartridge: (7 home models) 1 8-tr., 6 quadrasonic 8-tr.—2 discrete, 4 matrix. Price range: \$49.95—\$199.95.
Brand name: APF.
Type of distribution: Manufacturer to retailers, manufacturers' representatives.

A R Automatic Radio, see Automatic Radio.

Admiral Corp., 3800 Cortland St., Chicago, Ill. 60647. Tel: (312) 292-2600. Pres.: Ross D. Siragusa Jr.; Sales Dir.: Wesley Wood; Mktg. Dir.: Special Mkts.: Albert St. George; VP Adv. & PR: Thomas R. Chadwick.
Cartridge: (2 auto or portable models); (4 home models) 2 8-tr., 2 quadrasonic 8-tr. Price range: \$79.95—\$389.95.
Cassette: (3 portable models). Price range: \$39.95—\$179.95.
Brand name: Admiral.
Type of distribution: Independent distributors, factory-owned branches, manufacturers' representatives.

Adonis, see Commodore Import.
Aiko America Corp., 2020 W. 16 St., Broadview, Ill. 60153. Tel: (312) 261-0734. Pres.: Albert Cohen; Adv. Agency: E.H. Brown.
Cassette: (6 Auto, 14 portable models). Price range: \$29.95—\$299.95.
Brand name: Aiko.
Type of distribution: Manufacturers' representatives.

Akai America Ltd., 2139 E. Del Amo Blvd., Compton, Calif. 90220. Tel: (213) 774-7710. Exec. VP: Robert R. Owen; Mktg. Dir.: Jay B. Menduke; PR: William Campeau.
Open reel: (2 home models) 2/4-tr. compatible. Price range: \$300—\$350.
Brand name: Akai.
Type of distribution: Independent distributors, manufacturers' representatives.

Alaron, see B&B Import-Export.
Arrow Trading Co. Inc., 1115 Broadway, New York, N.Y. 10010. Tel: (212) 255-7688. Pres.: Ben Dweck; Sales Mgr.: Morris Dweck.
Cartridge: (1 auto, 4 home, 2 portable models). Price range: \$40—\$140.
Cassette: (4 portable models).
Brand name: Arrow.
Type of distribution: Independent distributors.

Arvin Inds. Inc., 15 St., Columbus, Ind. 47201. Tel: (812) 372-7271. Pres.: E.I. Anderson; Sales Mgr.: J.P. Ellis; Nat'l Accounts Rep.: Harry J. Sanneman.
Cartridge: (15 home models) 12 8-tr., 3 quadrasonic 8-tr. Price range: \$99.95—\$399.95.
Brand name: Arvin.
Quadrasonic adaptors.
Type of distribution: Manufacturer to retailers.

Astar Trading Corp., 1225 Broadway, New York, N.Y. 10001. Tel: (212) 685-8570. Pres.: Mayer Cohen; Sales Mgr.: Al Cohen.
Cartridge: (14 auto, 10 home, 7 portable models).
Cassette: (3 auto, 8 portable models).
Brand name: Astrasonic.
Type of distribution: Independent distributors.

Astrasonic, see Astar Trading.

Astrex, see Unelco Electronics.
Astrocom Electronics Inc., PO Box 370, Oneonta, N.Y. 13820. Tel: (607) 432-1932. Sales Mgr.: Ed May.
Cassette: (1 home model).
Open reel: (1 home model) 2-tr. Price: \$459.95.
Brand name: Astrocom.
Type of distribution: Manufacturer to retailers, manufacturers' representatives.

Audiovox Corp., 150 Marcus Blvd., Hauppauge, N.Y. 11716. Tel: (516) 231-7750. Pres.: John J. Shalam; Sales & Adv. Mgr.: Martin Novick.
Cartridge: (11 auto models) 9 8-tr., 2 quadrasonic 8-tr.—1 discrete, 1 matrix; (1 home, 1 portable model).
Cassette: (1 auto model).
Brand name: Audiovox.
Type of distribution: Independent distributors, manufacturers' representatives.

Automatic Radio, 2 Main St., Melrose, Mass. 02176. Tel: (617) 321-2300. Pres.: Edward Housman; VP Sales: Peter Morahan; VP Mktg.: G.E. Lyall.
Cartridge: (21 auto models) 18 8-tr., 3 quadrasonic 8-tr.—1 discrete, 2 matrix; (2 home, 4 portable models). Price range: \$29.95—\$189.95.
Cassette: (6 auto models). Price range: \$39.95—\$149.95.
Brand name: AR Automatic Radio, Rally.
Type of distribution: Manufacturer to retailers, independent distributors, manufacturers' representatives.

Azad Int'l Inc., 37 W. 26 St., New York, N.Y. 10010. Tel: (212) 679-6666. Pres.: Victor N. Khabani; Office Mgr.: Muri R. Aswani.
Cartridge: (2 auto, 3 home, 1 portable model). Price range: \$21.75—\$85.
Cassette: (2 portable models). Price range: \$18.75—\$19.75.
Brand name: Tempest.

B & B Import-Export Inc., 185 Park St., Troy, Mich. 48064. Tel: (313) 585-8400. Pres.: Emery I. Klein; Sales Mgr.: Bernard Klein; Adv. Mgr.: Alexander Ehrmann.
Cartridge: (9 auto, 6 home, 4 portable models). Price range: \$26.95—\$149.95.
Cassette: (1 auto, 5 portable models). Price range: \$24.95—\$79.95.
Brand name: Alaron, Rhapsody.
Type of distribution: Manufacturers' representatives.

B & B Sales Inc., PO Box 7297, 211 N. Market, Shreveport, La. 71107. Tel: (318) 222-9382. Exec. VP & Sales Mgr.: Al Bell; Adv. Mgr.: Glenn Stallings.
Cartridge: (8 auto models) 7 8-tr., 1 quadrasonic 8-tr.—matrix. Price range: \$39.95—\$169.95.
Cassette: (1 auto model) w/noise reduction system. Price: \$119.95.
Brand name: Mecca.

Type of distribution: Manufacturer to retailers.

B S R (USA) Ltd., Rt. 303, Blauvelt, N.Y. 10913. Tel: (914) 358-6060. Pres. & Adv. Mgr.: J.H. Hollands; Gen. Sales Mgr.: P.B. Welch.
Cartridge: (3 home models) 2 8-tr., 1 quadrasonic 8-tr.—discrete.
Price range: \$39.95—\$99.95.
Brand name: BSR.

Belair Ent's. (div. of Rodeo Music Corp.), 12923 Ce-rise Ave., Hawthorne, Calif. 90250. Tel: (213) 679-8266. Pres.: Ed Mason; Exec. VP: Rod Pierce; VP: Ed Halpern; Adv. Agency: S.M. Newmark & Assocs.
Cartridge: (2 home models). Price range: \$89.95—\$299.95.
Brand name: Belair.
Type of distribution: Manufacturers' representatives.

Bell & Howell Co., 7100 McCormick Blvd., Chicago, Ill. 60645. Tel: (312) 262-1600. Nat'l Audio Visual Sales Mgr.: Kenneth Rolnicki.
Cartridge: (8 portable models). Price range: \$29.95—\$109.95.
Brand name: Bell & Howell.
Type of distribution: Manufacturer to retailers.

Benjamin Electronic Sound Co., 40 Smith St., Farmingdale, L.I., N.Y. 11735. Tel: (516) 694-7960. Pres.: Jack Horowitz; Sales Mgr.: Paul Gonzalez; Adv. Mgr.: Cliff Shearer.
Cartridge: (3 home models). Price range: \$55—\$179.
Cassette: (2 home models) w/noise reduction system—Dolby. Price range: \$229—\$289.
Quadrasonic adaptors.
Brand name: Concord.
Type of distribution: Manufacturer to retailers, manufacturers' representatives.

Bigston Corp. USA, 9829 W. Berwyn Ave., Rosemont, Ill. 60018. Tel: (312) 678-4035. Pres.: K. Sekiguchi; Mktg. & Adv. Mgr.: R. Ergas.
Cassette: (11 portable models) 1 w/noise reduction system—Dolby B. Price range: \$39.95—\$219.95.
Brand name: Bigston.
Type of distribution: Manufacturer to retailers, manufacturers' representatives.

Boman Inds., 9300 Hall Rd., Downey, Calif. 90241. Tel: (213) 869-4041. Pres.: Robert Maniaci; Sales Mgr.: Stan Surlow, Z. Gum; Adv. Mgr.: Stewart Mimm.
Cartridge: (28 auto models) 25 8-tr., 3 quadrasonic 8-tr.—matrix; (1 home model). Price range: \$39.95—\$230.
Cassette: (4 auto models). Price range: \$159.95—\$189.95.
Brand name: Boman Astrosonix, Gibbs, Hammond.

Bon Sonic, see Hanabashiya & Katone.
Broadmoor Inds. Ltd., 1801 Touhy Ave., Elk Grove Village, Ill. 60007. Tel: (312) 437-2300. Pres.: Robert Moore; Sales Mgr.: Art Fromader, Mike Hoover, Wes Faser.
Cartridge: (14 home models) 13 8-tr., 1 quadrasonic 8-tr.—discrete or matrix. Price range: \$159.95—\$449.95.
Cassette: (6 portable models). Price range: \$44.95—\$99.95.
Brand name: Broadmoor.

Brother Int'l Corp., 680 Fifth Ave., New York, N.Y. 10019. Tel: (212) 581-6262. Pres.: Max Hugel; Nat'l Sales Mgr.: Salkon Davis; VP Adv.: R.G. Ehrlich; Exec. Ass't: Bob Tahler.
Cartridge: (4 home models) 3 8-tr., 1 quadrasonic 8-tr.—discrete or matrix; (1 portable model). Price range: \$199.95—\$299.95.
Brand name: Brother.

Charles Brown & Co. Inc., 34 W. 27 St., New York, N.Y. 10011. Tel: (212) 683-0802. Pres.: Sam Gutwein.
Cartridge: (4 auto, 3 home, 3 portable models). Price range: \$17—\$75.
Cassette: (4 portable models). Price range: \$20—\$23.
Brand name: Browni.
Type of distribution: Manufacturer to retailers.

Browni, see Charles Brown.
Capehart Corp., 770 Lexington Ave., New York, N.Y. 10021. Tel: (212) 421-6070. Pres.: Robert Kropp; Sales Mgr.: Jack Sauter; Adv. Mgr.: Richard Kropp; Adv. Agency: Milton Samuels Adv.
Cartridge: (12 home models) 11 8-tr., 1 quadrasonic 8-tr.—discrete. Price range: \$99.95—\$399.95.
Brand name: Capehart, Dumont.
Type of distribution: Manufacturer to retailers (Capehart), independent distributors (Dumont).

Car Tapes Inc., 9180 Kalvin Ave., Chatsworth, Calif. 91311. Tel: (213) 882-8722. Pres.:

James L. LeVitus; VP Sales & Adv.: Murray A. Merson.

Cartridge: (9 auto models) 7 8-tr., 2 quadrasonic 8-tr.—1 discrete, 1 matrix. Price range: \$44.95—\$179.95.
Brand name: Car Tapes.

Carter Corp., 1916 11 St., Rockford, Ill. 61101. Tel: (815) 397-3200. Pres.: R.L. Fleming; Sales Mgr.: Dennis K. Meade; Sales Promo. & Adv. Mgr.: S.L. Fleming.
Quadrasonic adaptors.
Brand name: Carter Craft Quadsonic "360."
Type of distribution: Manufacturers' representatives.

Channel Inds. Inc., 2043 Cheshire Bridge Rd., Atlanta, Ga. 30324. Tel: (404) 633-4463. Pres.: Emanuel Isaacs; Sales Mgr.: Lea Wallace.
Cartridge: (4 home, 2 portable models). Price range: \$21—\$95.
Cassette: (3 portable models). Price range: \$16—\$28.
Brand name: Tran Sonic.

Channel Master, Ellenville, N.Y. 12428. Tel: (914) 647-5000. Consumer Prod. Mgr.: Alan Makowsky; Sales Mgr.: Marty Charles; Adv. Mgr.: Peter Swenson.
Cartridge: (9 auto models) 8 8-tr., 1 quadrasonic 8-tr. (12 home, 1 portable model). Price range: \$39.95—\$349.95.
Cassette: (1 home model) w/noise reduction system; (6 portable models). Price range: \$29.95—\$159.95.
Brand name: Channel Master.

Claricon, see Gladding-Claricon.
Commodore Import Corp., 507 Flushing Ave., Brooklyn, N.Y. 11205. Tel: (212) 522-3407. Pres.: S. Schneider; Sales & Adv. Mgr.: Mike Simon.
Cartridge: (2 auto, 3 home models). Price range: \$20—\$200.
Cassette: (4 portable models). Price range: \$20—\$70.
Brand name: Commodore, Adonis.
Type of distribution: Manufacturer to retailers, independent distributors.

Concord, see Benjamin Electronic Sound.
Copycorder, see Magnetic Video.
Craig Corp., 921 W. Artesia, Compton, Calif. 90220. Tel: (213) 537-1233. Pres.: Peter Behrendt; Sales Admin. Mgr.: Emerson Hunt; Sales Mgr.: Lauren C. Davies; Adv. Mgr.: John Romain.
Cartridge: (21 auto models) 18 8-tr., 3 quadrasonic 8-tr.—discrete; (7 home models) 5 8-tr., 2 quadrasonic 8-tr.—discrete; (2 portable models). Price range: \$47.95—\$332.95.
Cassette: (6 auto models) 1 w/noise reduction system—Dolby. Price range: \$35.95—\$229.95.
Brand name: Craig.

Type of distribution: Manufacturer to retailers, independent distributors, factory-owned branches, manufacturers' representatives.

Crown Int'l, 1718 W. Mishawaka Rd., Elkhart, Ind. 46514. Tel: (219) 294-5571. Pres.: Clarence Moore; Sales & Adv. Mgr.: Clyde W. Moore; Reg'l Sales Mgr.: James S. Beattie.
Open reel: (18 home or portable models) 4 2-tr., 4 4-tr., 6 2/4-tr. compatible, 4 quadrasonic 4-tr.—discrete. Price range: \$1095—\$2995.
Brand name: Crown Int'l.
Type of distribution: Manufacturers' representatives.

Crown Radio Corp., 228 E. Harris Ave., South San Francisco, Calif. 94080. Tel: (415) 873-1640. Pres.: Teruya (Terry) Shimano; Sales Mgr.: Taizo (Tom) Ogawara; Sales Co-ord.: Leo Ikeda.
Cassette: (4 auto models); (4 home models) 1 w/noise reduction system—Dolby B; (8 portable models). Price range: \$39—\$200.
Brand name: Crown, Crownscribe.
Type of distribution: Factory-owned branches.

Crownscribe, see Crown Radio.
Dejay Corp., 39 Hayward St., Braintree, Mass. 02184. Tel: (617) 848-6210. Pres. & Sales Mgr.: William Blotnick.
Cartridge: (2 home models). Price range: \$30—\$150.
Brand name: Dejay.
Type of distribution: Manufacturer to retailers, manufacturers' representatives.

Dumont, see Capehart.
Dynavox Electronics Corp., 225 Robbins Ln., Syosset, N.Y. 11791. Tel: (516) 822-9700. Pres.: Joseph Dworken; Sales Mgr.: Irving Pincus.
Cartridge: (1 home model). Price: \$109.95.
Brand name: Dynavox.

(Continued on page TR-4)

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TAPE INDUSTRY REPORT

SERVICES, SUPPLIES & ACCESSORIES COMPANIES

WHAT'S INSIDE

UNITED STATES		CANADA	
PLAYBACK EQUIPMENT		PLAYBACK EQUIPMENT	
MANUFACTURERS & IMPORTERS	TR-2	MANUFACTURERS & IMPORTERS	TR-28
SERVICES		SERVICES	
Design & Artwork	TR-6	Design & Artwork	TR-33
Packaging & Labeling	TR-7	Packaging & Labeling	TR-33
Printing & Lithographing	TR-8	Printing & Lithographing	TR-33
Custom Duplicators	TR-11	Custom Duplicators	TR-33
Duplicator/Marketers	TR-15	Duplicator/Marketing	TR-34
SUPPLIES		SUPPLIES	
Empty Cartridge, Cassette & Reel Manufacturers	TR-16	Empty Cartridge, Cassette & Reel Manufacturers	TR-34
Parts, Cartridge & Cassette, Manufacturers	TR-16	Parts, Cartridge & Cassette, Manufacturers	TR-34
Tape, Raw & Blank Loaded, Manufacturers	TR-17	Tape, Raw & Blank Loaded, Manufacturers	TR-34
Tape Duplicating & Processing Equipment Manufacturers	TR-21	Tape Duplicating & Processing Equipment Manufacturers	TR-34
Professional Tape Supplies Manufacturers	TR-22	Professional Tape Supplies Manufacturers	TR-34
ACCESSORIES, TAPE, MANUFACTURERS	TR-24	ACCESSORIES, TAPE, MANUFACTURERS	TR-34
STORE FIXTURES & MERCHANDISING AIDS MANUFACTURERS	TR-27	STORE FIXTURES & MERCHANDISING AIDS MANUFACTURERS	TR-34
MANUFACTURERS' REPRESENTATIVES	TR-34	MANUFACTURERS' REPRESENTATIVES	TR-34

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Tape Services Directory

PLAYBACK EQUIPMENT

• Continued from page TR-2

Type of distribution: Manufacturers' representatives
 Dyn Electronics Inc., 3095 NW 77 Ave., Miami, Fla. 33122. Tel: (305) 592-6710. Pres.: Charles Dascal; VP Sales & Adv. Mgr.: Jaime Roisman; Sales Mgr.: Salomon Yuku.
Cartridge: (10 auto models) 9 8-tr., 1 quadrasonic 8-tr.—matrix; (9 home, 2 portable models). Price range: \$24.95—\$259.95.
Cassette: (1 home model); (5 portable models) 1 w/noise reduction system—Dolby B. Price range: \$24.95—\$199.95.
Brand name: Dyn.
Quadrasonic adaptors.

Type of distribution: Manufacturer to retailers.
 Electra Radio Corp., 75 New Hook Rd., Bayonne, N.J. 07002. Tel: (201) 436-7337. Pres.: Richard Beda; Gen. Mgr.: David Silverman; Sales Mgr.: Paul Sacks; Sales Admin: Leon Marco.
Cartridge: (21 home models) 17 8-tr., 4 quadrasonic 8-tr.—discrete & matrix. Price range: \$30—\$170.
Cassette: (2 portable models). Price range: \$20—\$60.
Brand name: Electra Radio.
Type of distribution: Manufacturers' representatives.
 Electro Brand Inc., 4234 W. Drummond Pl., Chicago, Ill. 60639. Tel: (312) 227-0500. Pres.: Samuel Dry; Exec. VP: Richard L. Ettelson; Sales & Adv. Mgr.: Ben T. Crane.
Cartridge: (9 auto models); (8 home models) 5 8-tr., 3 quadrasonic 8-tr.—matrix; (4 portable models). Price range: \$29.95—\$199.95.
Cassette: (5 portable models). Price range: \$19.95—\$69.95.

Brand name: Electro Brand.
Type of distribution: Manufacturers' representatives.
 Electrographic, see Morse Electro Prods.
 Emerson Radio (div. of Major Electronics Corp.), 5802 Third Ave., Brooklyn, N.Y. 11220. Tel: (212) 680-7000. Pres.: Stephen Lane; Nat'l Sales Mgr.: Al Saint.
Cartridge: (2 home models). Price range: \$119.95—\$129.95.
Cassette: (3 portable models). Price range: \$29.95—\$59.95.
Brand name: Emerson, Major.
Type of distribution: Independent distributors, manufacturers' representatives.
 Far Eastern Research Labs. Inc., 8735 Shirley Ave., Northridge, Calif. 91324. Tel: (213) 993-9101. Pres.: Reggie H. Williams; Sales & Adv. Mgr.: Louis Perlin.
Cartridge: (9 auto models) 8 8-tr., 1 quadrasonic 8-tr.—discrete; (5 home models) 4 8-tr., 1 quadrasonic 8-tr.—matrix; (2 portable models). Price range: \$29.95—\$179.95.
Cassette: (2 auto models). Price range: \$49.95—\$89.95.
Brand name: Xtal.
Type of distribution: Factory-owned branches, manufacturers' representatives.
 Federal Transistor Co. Inc., 5333 McConnell Ave., Los Angeles, Calif. 90066. Tel: (213) 391-5245. Pres.: Ray Pinto; Sales Mgr.: Norman Brooks.
Cartridge: (3 auto, 3 home, 7 portable models). Price range: \$20—\$40.
Cassette: (4 auto, 10 portable models). Price range: \$14—\$40.
Brand name: Federal.
Type of distribution: Manufacturer to retailers, independent distributors, manufacturers' representatives.
 Fisher Radio, 11-40 45 Rd., Long Island City, N.Y. 11101. Tel: (212) 937-2100. Pres.: W.L. Hulsiek; Prod. Mgr.: George E. Meyer; Sales Mgr.: Allen Novick; Adv. Mgr.: Ben Buxton.
Cassette: (2 home models) w/noise reduction system—Dolby. Price: \$249.95.
Brand name: Fisher.
Type of distribution: Manufacturers' representatives.
 Arthur Fulmer Co., 260 Monroe Ave., Memphis, Tenn. 38103. Tel: (901) 525-5711. Pres.: Arthur Fulmer Jr.; Sales Mgr.: R.T. Edmundson; Adv. Mgr.: G.J. AuBochon.

Cartridge: (7 auto models) 6 8-tr., 1 quadrasonic 8-tr.—discrete; (11 home models) 10 8-tr., 1 quadrasonic 8-tr.—discrete; (5 portable models). Price range: \$36.95—\$209.95.
Cassette: (1 portable model). Price: \$36.95.
Brand name: Arthur Fulmer, Stereosonic.
Type of distribution: Manufacturers' representatives.
 G T E Sylvania Inc., 700 Ellicott St., Batavia, N.Y. 14020. Tel: (716) 343-3470. Audio Accounts Mgr.: John Kearney; Gen. Mgr.: Ronald Stollenberg; Public Affairs Mgr.: Ralph Emerson.
Cartridge: (15 home models) 10 8-tr., 5 quadrasonic 8-tr.—matrix. Price range: \$429.95—\$549.95.
Brand name: Sylvania.
Quadrasonic adaptors.
Type of distribution: Manufacturer to retailers, independent distributors.
 General Electric Co., Electronics Park, Syracuse, N.Y. 13201. Tel: (315) 456-2189. Adv. & Sales Promo. Mgr.: N.R. Huey.
Cartridge: (13 home models) 9 8-tr., 4 quadrasonic 8-tr.; (2 portable models). Price range: \$49.95—\$469.95.
Cassette: (1 home model); (13 portable models). Price range: \$27.95—\$124.95.
Brand name: General Electric.
Quadrasonic adaptors.
Type of distribution: Independent distributors, factory-owned branches.
 Gibbs, see Boman Incls.
 Gladding-Clarison Inc., Gladding-Audio Div., 663 Dowd Ave., Elizabeth, N.J. 07201. Tel: (201) 289-4600. Exec. VP & Gen. Mgr.: William B. Keppin; VP Sales: Donald G. Gervin; Mgr.: Kim Zades.
Cartridge: (8 home models) 4 8-tr., 4 quadrasonic 8-tr.—matrix. Price range: \$120—\$450.
Brand name: Clarison.
Type of distribution: Manufacturers' representatives.
 Granada, see Soundsonic Electronics.
 Grundig by Amerex Electronics Inc., 40 Kero Rd., Carlstadt, N.J. 07072. Tel: (201) 935-6300. Sales Mgr.: Gene Schillinger.
Cartridge: (5 home models). Price range: \$259.95—\$329.95.
Cassette: (7 home models) 1 w/noise reduction system; (3 portable models). Price range: \$49.95—\$189.95.

Open reel: (1 home model) 4-tr. Price: \$399.
Brand name: Grundig.
Type of distribution: Manufacturers' representatives.
 Hammond, see Boman Incls.
 Hanabashiya Ltd., 39 W. 28 St., New York, N.Y. 10001. Tel: (212) 683-2090. Pres.: E. Kazadeh; Sales Mgr.: Ira Karlin.
Cartridge: (5 auto models) 4 8-tr., 1 quadrasonic 8-tr.—matrix; (2 home, 3 portable models).
Cassette: (1 home model) w/noise reduction system; (4 portable models) 2 w/noise reduction system.
Brand name: Bon Sonic.
Type of distribution: Independent distributors.
 Harman-Kardon Inc., 55 Ames Court, Plainview, L.I., N.Y. 11803. Tel: (516) 681-4000. Pres.: Robert Greenberg; Mktg. Dir.: Harry Lavo; Sales Mgr.: Leonard Dugow; Adv. & Communications Mgr.: Stephan Phillips.
Cassette: (1 home model) w/noise reduction system—Dolby B. Price: \$329.95.
Brand name: Harman-Kardon.
 High Country, see Import Dists. Buying Serv. Inc.
 Hitachi Sales Corp. of America, 48-40 34 St., Long Island City, N.Y. 11101. Tel: (212) 361-3090. Pres.: E. Matsumura; Sales Mgr.: Jack DeWitt; Adv. Mgr.: Hiro Oshima; Adv. Serv. Coord.: Bob Ewing.
Cartridge: (7 auto models) 5 8-tr., 2 quadrasonic 8-tr.; (12 home models) 10 8-tr., 2 quadrasonic 8-tr.
Cassette: (2 auto models); (15 home models) 2 w/noise reduction system—Dolby; (11 portable models). Price range: \$32.95—\$379.95.
Brand name: Hitachi.
Quadrasonic adaptors.
 I C P Ltd., 350 Fifth Ave., New York, N.Y. 10001. Tel: (212) 997-8980. Pres.: Philip R. Baird; Mktg. Dir.: M.T. Fuglesang; Mdsq. Mgr.: Damon A. Wilson.
Cartridge: (2 home, 2 portable models). Price range: \$49.95—\$99.95.
Cassette: (2 portable models). Price range: \$39.95—\$49.95.
Brand name: ICP.
Type of distribution: Manufacturers' representatives.
 I D I (Inland Dynatronics Inc.), 10 Horizon Blvd., South Hackensack, N.J. 07606. Tel: (201) 641-3600. Pres.: Samuel Levitt; VP Sales: Maurice J. Powers.
Cartridge: (16 auto models) 11 8-tr., 5 quadrasonic 8-tr.—1 discrete, 4 matrix; (2 home models). Price range: \$39.95—\$139.95.
Cassette: (1 auto model). Price: \$62.95.
Brand name: IDI.
Type of distribution: Independent distributors, manufacturers' representatives.
 Import Dists. Buying Serv. Inc., 871 Folsom St., San Francisco, Calif. 94107. Tel: (415) 956-4152. Pres.: Sales & Adv. Mgr.: Edwin Samn.
Cartridge: (7 auto, 2 home, 1 portable model).
Cassette: (3 auto, 2 portable models).
Brand name: High Country.
Type of distribution: Independent distributors, manufacturers' representatives.
 Inland Dynatronics Inc., see IDI.
 J I L Corp. of America, 1000 E. Del Amo Blvd., Carson, Calif. 90746. Tel: (213) 537-7310. Pres.: Glen Nickell; Sales & Adv. Mgr.: Al Kovac; West Coast Reg'l Sales Mgr.: Tom Leacock.
Cartridge: (10 auto models) 8 8-tr., 2 quadrasonic 8-tr.—discrete or matrix. Price range: \$37.95—\$279.
Cassette: (2 auto models) w/noise reduction system—Dolby. Price range: \$179—\$259.
Brand name: JIL.
Type of distribution: Manufacturers' representatives.
 J V C America Inc., 50-35 56 Rd., Maspeth, N.Y. 11378. Tel: (212) 392-7100. Pres.: M. Furuta; VP Sales: William Kist.
Cartridge: (9 home models) 7 8-tr., 2 quadrasonic 8-tr.—discrete. Price range: \$49.95—\$229.95.
Cassette: (1 auto model); (8 home models) 4 w/noise reduction system—ANRS; (8 portable models). Price range: \$79.95—\$429.95.
Open reel: (6 home models) 4 2-tr., 2 quadrasonic—discrete. Price range: \$179.95—\$499.95.
Brand name: JVC.
Quadrasonic adaptors.
Type of distribution: Manufacturer to retailers.
 Juliette-Topp Electronics Inc., 4201 NW 77 Ave., Miami, Fla. 33166. Tel: (305) 592-3700. Pres.: Louis Topp; VP Sales: Charles Kates; Adv. Dir.: Selwyn Kent.
Cartridge: (10 home models) 7 8-tr., 3 quadrasonic 8-tr. Price range: \$100—\$500.
Cassette: (3 portable models). Price range: \$35—\$60.
Brand name: Juliette.
Quadrasonic adaptors.
Type of distribution: Manufacturer to retailers, manufacturers' representatives.
 Katone Corp., 37 W. 28 St., New York, N.Y. 10001. Tel: (212) 889-6240. Pres.: Jack Katz; Sales & Adv. Mgr.: Maurice Katz.
Cartridge: (6 auto models) 5 8-tr., 1 4/8-tr. compatible; (1 home, 1 portable model). Price range: \$29—\$99.
Cassette: (2 portable models). Price range: \$29—\$39.
Brand name: Bon Sonic.
Type of distribution: Independent distributors.
 Kenwood Electronics Inc., 15777 S. Broadway, Gardena, Calif. 90248. Tel: (213) 323-1400. Pres.: George T. Aratani; VP & Sales Mgr.: Sales Mgr.: Jim Maynard; Adv. Mgr.: Bob Moriyama.
Cassette: (2 home models) w/noise reduction system—Dolby.
Brand name: Kenwood.
Type of distribution: Manufacturers' representatives.
 Kraco Ent's Inc., 2411 N. Santa Fe Ave., Compton, Calif. 90224. Tel: (213) 774-2550. Pres.: Larry M. Kraines; Exec. VP & Sales Mgr.: Fred P. Fohl; Sales Mgr.: Hy Sutnick; Adv. Mgr.: Owen Gilleran.
Cartridge: (15 home models) 14 8-tr., 1 quadrasonic 8-tr.—matrix. Price range: \$49.95—\$179.95.
Cassette: (1 auto model). Price: \$69.95.
Brand name: Kraco.
Quadrasonic adaptors.
 Lafayette Radio Electronics, 111 Jericho Trpk., Syosset, N.Y. 11733. Tel: (516) 921-7700. Pres.: L. Pearlman; Adv. Mgr.: C. Piotrowski.
Cartridge: (4 auto models) 3 8-tr., 1 quadrasonic 8-tr.; (8 home models) 6 8-tr., 2 quadrasonic 8-tr. Price range: \$29.95—\$219.95.
Cassette: (2 auto models); (4 home models) 1 w/noise reduction system—Dolby; (6 portable models). Price range: \$21.95—\$239.95.
Brand name: Lafayette.
Quadrasonic adaptors.
Type of distribution: Factory-owned branches & franchised stores.
 Lear Jet Stereo Inc., 6868 S. Plumer, Tucson, Ariz. 85734. Tel: (602) 294-4461. Pres.: Ed Campbell; VP Mktg.: Fred Seger.
Cartridge: (14 auto models) 12 8-tr., 2 quadrasonic 8-tr.—discrete or matrix; (3 home, 2 portable models). Price range: \$29.88—\$219.95.



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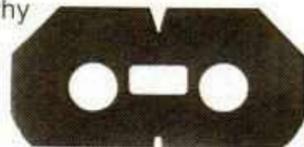
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 EUROPE: 24 Avenue de Champel, 1206 Geneva, Switzerland



Tape Services Directory

Cassette: (2 auto models). Price range: \$99.95—\$159.95.

Brand name: Lear Jet Stereo.

Type of distribution: Manufacturer to retailers, independent distributors, manufacturers' representatives.

Lloyd's Electronics, 5 Paul Kohner Pl., East Paterson, N.J. 07407. Tel. (201) 791-8100. Pres. Abe Zagha, VP Sales. Thomas Pacconi, Sales Dir., Sheldon H. Rudin, Adv. Mgr., Norman Robinson.

Cartridge: (18 home models) 15 8-tr., 3 quadrasonic 8-tr. Price range: \$99.95—\$299.95.

Brand name: Lloyd's.

Type of distribution: Independent distributors, manufacturers' representatives.

M G A Div., Mitsubishi Int'l Corp., 7045 N. Ridgeway Ave., Lincolnwood, Ill. 60645. Tel. (312) 973-2000. Mktg. Dir. Gordon MacDonald, Sales Mgr., Michael R. Govorko, Adv. & Mds. Contact: William Hutcheson.

Cartridge: (3 home models). Price range: \$49.95—\$99.95.

Brand name: MGA.

Quadrasonic adaptors.

Type of distribution: Manufacturer to retailers.

M P Audio Corp., Fairfield, Conn. 06430. Tel. (203) 268-2385. Pres. M. Paneyko.

Cassette: (1 portable model). Price: \$139.50.

Open reel: (1 home model) 4-tr. Price: \$320.

Brand name: MP Audio.

Type of distribution: Manufacturer to retailers, factory-owned branches.

Magnadyne Corp., PO Box 757, Beverly Hills, Calif. 90213. Tel. (213) 278-0107. Pres. Barry L. Caren, Sales Mgr., Dave Gunan.

Cartridge: (1 auto model). Price: \$119.95.

Cassette: (1 auto model). Price: \$149.95.

Brand name: Magnadyne.

Quadrasonic adaptors.

Magnavox Consumer Electronics Co., 1700 Magnavox Way, Fort Wayne, Ind. 46804. Tel. (219) 432-6511. Pres. A. De Scipio, Sales Mgr., James Egan, Prod. Mgr., Ed Carrier, Adv. Mgr., Mark Bullman.

Cartridge: (5 home models) 4 8-tr., 1 quadrasonic 8-tr.—discrete. Price range: \$99.95—\$239.95.

Cassette: (4 home, 7 portable models). Price range: \$39.95—\$449.95.

Brand name: Magnavox.

Quadrasonic adaptors.

Type of distribution: Manufacturer to retailers.

Magnecord, see Telex Communications.

Magnetic Video Corp., 23434 Industrial Park Court, Farmington, Mich. 48024. Tel. (313) 478-1810. Pres. Andre A. Blay, Equip. Div. Mktg. Mgr., R.J. Vandegrift.

Cassette: (3 home, 1 portable model). Price range: \$149.50—\$495.

Brand name: Copycorder.

Type of distribution: Manufacturers' representatives.

Major, see Emerson Radio.

Marlin Radio Corp., 55 Randolph Ave., Avenel, N.J. 07001. Tel. (201) 381-9100; NYC Tel. (212) 686-8630. Pres. Morris Dweck; VP & Sales Mgr., Elliot Dweck.

Cartridge: (6 home models) 5 8-tr., 1 quadrasonic 8-tr.—discrete; (3 portable models). Price range: \$29—\$199.

Cassette: (4 portable models). Price range: \$19.95—\$69.95.

Brand name: Marlin.

Type of distribution: Manufacturer to retailers.

Martel Electronics, 2356 S. Cotner Ave., Los Angeles, Calif. 90064. Tel. (213) 479-4491. Pres. David Krechman.

Cassette: (1 home model). Price: \$510.95.

Open reel: (3 home models) available as 4-tr. or 2-tr.; (1 portable model) available as 4-tr. or 2-tr. Price range: \$500—\$576.

Brand name: Uher.

Type of distribution: Independent distributors, manufacturers' representatives.

Masterwork, see N M C Ents.

Curtis Mathes Sales Co., 2220 Young St., Dallas, Tex. 75201. Tel. (214) 748-8311. Pres. H.B. Kelton; Exec. VP: Burke Mathes Jr.; Gen. Sales Mgr.: Ray Harvey.

Cartridge: (16 home models) quadrasonic 8-tr.—matrix. Price range: \$199—\$200.

Cassette: (2 home models) w/noise reduction system. Price: \$1225.

Brand name: Curtis Mathes.

Type of distribution: Manufacturer to retailers.

Matsushita Electric Corp. of America, 200 Park Ave., New York, N.Y. 10017. Tel. (212) 973-5700. Pres. A. Harada; Exec. VP: H. Yamato; Sales Mgr.: Richard Lovisolo; Adv. Dir.: Russ Johnson.

Cartridge: (7 auto, 2 auto or home models) 8 8-tr., 1 quadrasonic 8-tr.—discrete. Price range: \$49.99—\$119.95.

Cassette: (15 portable models). Price range: \$32.88—\$199.95.

Brand name: Panasonic.

Type of distribution: Independent distributors, manufacturers' representatives.

Mayfair Sound Prods. Inc., 666 W. Kinzie, Chicago, Ill. 60610. Tel. (312) 243-8050. Pres. Gary Braver; Sales Mgr.: Raymond Braver.

Cartridge: (15 home, 3 portable models). Price range: \$20—\$300.

Cassette: (4 portable models). Price range: \$20—\$70.

Brand name: Mayfair.

Type of distribution: Independent distributors, manufacturers' representatives.

Mecca, see B&B Sales & Soundsonic Electronics.

Medallion Automotive Prods. (div. of Midland Int'l Corp.), 1137 Saline St., North Kansas City, Mo. 64116. Tel. (816) 474-0770. Pres.: Bob Caldwell; Sales Mgr.: Ed Kiehl.

Cartridge: (15 auto models) 12 8-tr., 3 quadrasonic 8-tr.—1 discrete, 2 matrix.

Cassette: (2 auto models).

Brand name: Medallion.

Type of distribution: Independent distributors.

Mercury, see Pax.

Mercury Electronics Corp., 315 Roslyn Rd., Mineola, L.I., N.Y. 11501. Tel. (516) 742-5400. Pres. F. Abrams; Exec. VP: H.M. Rich; Sales Mgr.: S. Abrams; Adv. Mgr.: P. Abrams.

Cartridge: (8 home models) 6 8-tr., 2 quadrasonic 8-tr.—discrete; (4 portable models). Price range: \$69.95—\$300.

Cassette: (1 home model). Price: \$34.95.

Brand name: Westbury.

Quadrasonic adaptors.

Type of distribution: Independent distributors, manufacturers' representatives.

Metro Sound (div. of RS Inds. Inc.), 11144 Weddington St., Los Angeles, Calif. 91601. Tel. (213) 877-5577. Pres. Ralph Slotnick; Sales Mgr.: Max Benezra; Southern Calif. Reg'l Sales Mgr. & Adv. Contact: Don Arnon.

Cartridge: (8 auto models) 7 8-tr., 1 quadrasonic 8-tr.—discrete; (3 home, 1 portable model). Price range: \$29.95—\$139.95.

Cassette: (9 auto models). Price range: \$39.95—\$169.95.

Brand name: Metro Sound.

Type of distribution: Manufacturers' representatives.

Midland Int'l. Consumer Prods. Div., 1909 Vernon St., North Kansas City, Mo. 64116. Tel. (816)

842-0511. VP: Robert McFadden; Gen. Sales Mgr.: Robert Gerhold; Adv. Mgr.: Paul Norris.

Cartridge: (1 home, 2 portable models). Price range: \$29.95—\$99.95.

Cassette: (9 portable models). Price range: \$19.95—\$99.95.

Brand name: Midland.

Type of distribution: Manufacturers' representatives.

Miida Electronics Inc., 14 Henderson Dr., West Caldwell, N.J. 07006. Tel. (201) 575-9302. Pres.: T. Asama; Mktg. & Sales Dir.: Milton Dolnick; Adv. Agency: Mohr Assocs.

Cartridge: (14 home models) 11 8-tr., 3 quad-

rasonic 8-tr. Price range: \$199.95—\$599.95.

Cassette: (1 home model). Price: \$340.

Brand name: Miida.

Type of distribution: Independent distributors, manufacturers' representatives.

Mitsubishi Int'l Corp., see MGA Div.

Morse Electro Prods. Corp., 2777 Summer St., Stamford, Conn. 06905. Tel. (203) 327-2900. Pres.: Philip S. Morse, VP Sales; L. Trachtman, VP Adv.; H. Cuveron, PR Mgr.; Steven W. Sherman.

Cartridge: (2 auto models). (67 home models) 34 8-tr., 33 quadrasonic 8-tr.—5 discrete, 28 matrix. Price range: \$34.95—\$509.95.

Cassette: (5 portable models). Price range: \$29.95—\$79.95.

Brand name: Electrophonic, Morse, Philharmonic.

Type of distribution: Factory-owned branches.

Motorola Inc., Automotive Sound Prods., 9401 W. Grand Ave., Franklin Park, Ill. 60131. Tel. (312) 625-6000. Dir.: C.J. Gentry; Sales Mgr.: T.P. Carroll; Prod. Planning Mgr.: Mark Artner; Adv. Mgr.: George Mahoney.

Cartridge: (12 auto models) 11 8-tr., 1 quadrasonic 8-tr.—discrete. Price range: \$36.95—\$229.95.

Brand name: Motorola.

Type of distribution: Independent distributors, factory-owned branches.

Muntz Stereo Corp. of America, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel. (213) 989-5000. Pres.: Bernard L. Phillips; Sales Mgr.: Clark Yamazaki; Sales Co-ord. & Adv. Mgr.: Jerry Adler.

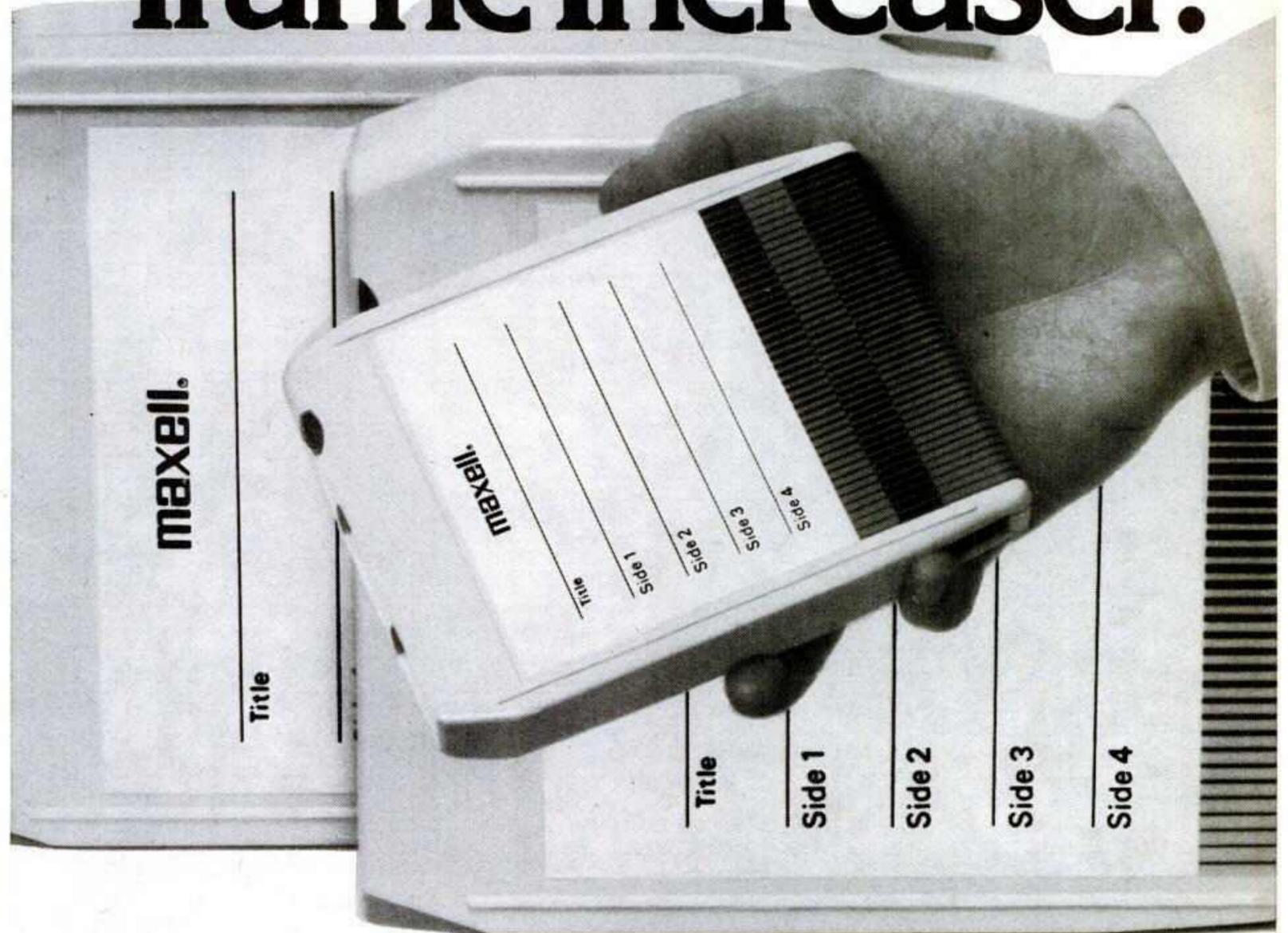
Cartridge: (9 auto models) 8 8-tr., 1 quadrasonic 8-tr.—discrete; (2 home, 2 portable models). Price range: \$49.95—\$159.95.

Cassette: (7 auto models) w/noise reduction system. Price range: \$74.95—\$179.95.

Brand name: Muntz Stereo.

(Continued on page TR-23)

Announcing Maxell's 60-minute Traffic Increaser.



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Maxell is going to increase your business at absolutely no cost to you. All you have to do is give away an 8-track 60-minute Maxell cartridge to every customer that buys two 8-track 80's.

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promotion, Maxell is advertising it in major audio magazines, as well as consumer magazines like *Playboy*. In addition, free counter cards will be available for your store.

Besides being a great traffic-builder, this super promotion counts toward Maxell's Dial-a-Trip incentive program. Want to know more about Maxell's Traffic Increaser and Dial-a-Trip? Get in touch with your Maxell representative. He has all the answers.

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Tape Services Directory

TAPE SERVICES

DESIGN & ARTWORK

ARIZONA

• PHOENIX (Area Code 602)

General Cassette Corp., 1324 N. 22 Ave. Zip: 85009. Tel: 258-7059. Pres.: Bill Johnson; Gen. Mgr.: Edward Martin; Sales Mgr.: Bill White.

S & K Linear Prods. Inc., 915 N. Fourth St. Zip: 85004. Tel: 252-6878. Contact: Craig Chambers. Home office: New York, N.Y. Linear Prods. Inc.

Wakefield Mfg. Inc., 1745 W. Linden St. Zip: 85007. Tel: 252-5644. Pres.: Sidney J. Wakefield; Exec. VP & Gen. & Sales Mgr.: Richard A. Wakefield.

ARKANSAS

• FORT SMITH (Area Code 501)

Village Rec'g Studios, 127 Phoenix Village. Zip: 72901. Tel: 646-7889. Pres.: Roy J. Morris.

CALIFORNIA

• COSTA MESA (Area Code 714)

Audio Dynamic Ent's., 1281 Logan. Zip: 92626. Tel: 549-2271. Pres.: Gene Edwards; Gen. & Sales Mgr.: Frank Andres.

• FRESNO (Area Code 209)

California Artists Corp., Box 11474. Zip: 93773. Tel: 266-9570. Pres.: Ray Camacho; Gen. Mgr.: Jose Cruz; Sales Mgr.: Jess Luna.

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

A T & T Tape Dupl'g Co., 717 N. Highland Ave., Hollywood 90038. Tel: 933-5701. Pres.: Ted Gardner; VP & Sales Mgr.: Jay Van Horn; Gen. Mgr.: David Ferguson.

Album Graphics Inc., 530 N. Larchmont Blvd. Zip: 90004. Tel: 462-0821. Gen. Mgr.: Edward Dwyer; Sales Mgr.: Jim Palmer. Home office: Chicago, Ill.

Bert-Co Ent's., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Berton P. Couturier; VP Mktg.: William J. McMullen; VP & Gen. Mgr.: Robert L. Couturier; Sales Mgr.: Lewis M. Cooper.

Cadet Recs. Inc./Custom Rec. Mfg., 5810 S. Normandie. Zip: 90044. Tel: 893-9721. Pres.: Arthur Garson; Jules Bihari; Gen. Mgr.: James Takeda; Sales Mgr.: Robert Herrington.

Carrier & Reame Music Ent's., 1268 N. Flores St., Hollywood 90069. Tel: 656-4834, 666-6080. Gen. Mgr.: Claudia Reame; Sales Mgr.: R.A. Carrier. Home office: Waskom, Tex.; R.A. Carrier Music Co.

Container-Kraft Inc., 8321 DeCelia Pl., Sepulveda 91343. Tel: 893-9721. Pres.: Arthur Garson; VP: Russell Garson; Sales Mgr.: Harry Kingsman.

E M C Corp., 7000 Santa Monica Blvd. Zip: 90038. Tel: 463-3282. Gen. Mgr.: Jerome Greenfield; Sales Mgr.: Don Criminelli.

Cathy Furniss & Assocs., c/o Mystic Studios, 6277 Selma, Hollywood 90028. Tel: 464-9667. Gen. Mgr.: Doug Moody; Sales Mgr.: Walter Moody. Home office: San Francisco, Calif.

Hope Street Studio, 805 1/2 Brent Ave., South Pasadena 91030. Tel: 441-3044. Pres.: Van Webster.

Ivy Hill Packaging, 4800 S. Santa Fe Ave. Zip: 90058. Tel: 583-8974. Exec. VP: Russell Muir; VP Sales: Jack Sclar. Home office: Great Neck, L.I., N.Y.

Lincoln Arts, 8154 Langdon Ave., Suite 115, Panorama City 91402. Tel: 780-0130. Pres. & Gen. Mgr.: D.J. Adams; Art Dir.: Bramwell Beale.

Magnetic Tape Eng'g Corp. (Magtec), 8120 Webb Ave., North Hollywood 91605. Tel: 768-6100. Pres.: S. Gerald Stone; Gen. Mgr.: Len Feldman; Nat'l Sales Mgr.: Bob Bikiss.

More Music Ent's. Inc., 5315 Laurel Canyon Blvd., North Hollywood 91607. Tel: 985-3300. Pres.: Jay Stevens; Gen. & Sales Mgr.: Ron Lewis. Branch: 6664 Charing St., Simi Valley 93063. Tel: 882-5000.

Neon Park Studio, 1834 Canyon Dr., Hollywood 90028. Tel: 463-7647. Pres.: Martin Muller; Gen. Mgr.: Chick Strand.

Pacific Eye & Ear Co. Inc., 6671 Sunset Blvd., Hollywood 90028. Tel: 464-7358. Pres.: Tony Grabos; VP & Creative Dir.: Ernie Cefalu.

Paramount-West Ent's., 8010 Second St., Paramount 91723. Tel: 531-6000. Pres. & Sales Mgr.: D.W. Galiffa; Gen. Mgr.: Pete Martinez.

Queens Litho Creative Studio, 5852 Tuxedo Terr., Hollywood 90028. Tel: 466-4288. Creative Dir.: Glenn Ross. Home office: New York, N.Y.; Queens Litho-ography Corp.

Star City Dist. Inc., 449 N. Fairfax. Zip: 90036. Tel: 653-6341. Pres. & Sales Mgr.: Hal Tupler; Gen. Mgr.: Wayne Robert. Branch: Atlanta, Ga.; Star City South.

Stereotape (div. of Magtec), 8125 Lankershim Blvd., North Hollywood 91605. Tel: 768-6100. Pres.: Gerald Stone; Gen. & Sales Mgr.: Herb Dale.

Wormser-Benson Promos., 1560 N. La Brea, Hollywood 90028. Owners: Howard Wormser, Art Benson.

Viewlex-Monarch Tape Dupl'g, 3416-20 Vineyard Ave. Zip: 90016. Tel: 731-2228.

• NEWPORT BEACH (Area Code 714)

Jerry Owens Inc., 3700 Newport Blvd., No. 107. Zip: 92660. Tel: 675-4114/4066. Pres.: Jerry Owens; Gen. Mgr.: Tony Biggins; Sales Mgr.: Charles Yeager.

• SACRAMENTO (Area Code 916)

Bill Rase Prod'ns, 955 Venture Court. Zip: 95825. Tel: 452-4266. Pres., Gen. & Sales Mgr.: Bill Rase.

• SAN FRANCISCO & BAY AREA (Area Code 415)

Conlan Creative Lithographers, 1655 Folsom St. Zip: 94103. Tel: 431-7373. Pres.: Robert D. Conlan; Sales Mgr.: Richard T. Conlan.

Cathy Furniss & Assocs., 680 Beach St., No. 445. Zip: 94109. Tel: 885-2807. Pres.: Cathy Furniss; Gen. Mgr.: Ruth Maas; Sales Mgr.: Michel Lipman. Branch: Los Angeles, Calif.

Mantra Corp., 2207 S. El Camino Real, San Mateo 94403. Tel: 574-1500. Pres.: George M. Woodley; Gen. Mgr.: Robert N. Day; Sales Mgr.: Frank R. Matteroli.

Harry McCune Sound Serv. Inc., 951 Howard St. Zip: 94103. Tel: 777-2700. Pres.: Harry D. McCune; Gen. Mgr.: Mort R. Feld; Sales Mgr.: Steven Z. Mirsky.

Newcomb Rec'g Studio, 4834 Bissell Ave., Richmond 94805. Tel: 233-7487. Owner, Pres. & Gen. Mgr.: W.S. Newcomb.

Undercover Graphics, 2026 Cedar St., Berkeley 94709. Tel: 841-8395. Dir.: Leslie R. Grouard; Gen. Mgr.: Larry A. Paul; Sales Mgr.: Jeffrey Abrams.

• SANTA CLARA (Area Code 408)

Recording Specialties Inc., 2971 Corvin Dr. Zip: 95050. Tel: 739-7201. Pres.: Michael P. Papp.

COLORADO

• DENVER (Area Code 303)

Audicom Corp., 995 S. Clermont St. Zip: 80222. Tel: 757-3377. Pres. & Gen. Mgr.: Jack H. Dunham; Chief Eng.: David C. Howard.

CONNECTICUT

• UNION CITY (Area Code 203)

A. C. Hampson Printing Co. Inc., 168 City Hill St. Zip: 06770. Tel: 729-2294. Pres.: A.C. Hampson; Gen. Mgr.: A.D. Hampson; Sales Mgr.: R.C. Lovering.

DELAWARE

• WILMINGTON (Area Code 919)

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Marjorie Leap. National Tape Dupl'rs, see Ken-Del Prod'ns Inc.

DISTRICT OF COLUMBIA

• WASHINGTON (Area Code 202)

Audio-Video Concepts Inc., 5408 Silver Hill Rd., Suite 501. Zip: 20028. Md. Tel: (301) 568-5836. Pres.: Edward P. Helvey; VP & Gen. Mgr.: John Caughman; Sales Mgr.: Dudley Carpenter.

Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE. Zip: 20002. Tel: 832-7885. Pres., Gen. & Sales Mgr.: Harold H. Lion.

Show Biz Prod'ns, 137 Kennedy St. NW. Zip: 20011. Tel: 723-4215. Pres.: Hersh de La Vez; Gen. Mgr.: Dick Belland; Sales Mgr.: Jay Eren.

FLORIDA

• JACKSONVILLE (Area Code 904)

Foray Studios, 2826 Herschel St. Zip: 32205. Tel: 338-3803. Pres., Gen. & Sales Mgr.: R. Alan Campbell.

• MIAMI METROPOLITAN AREA (Area Code 305)

Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Arnold Adirim; Gen. Mgr.: Nadine H. Baker; Chief Eng.: Gene Sayet.

Criteria Rec'g Co. Inc., 1755 NE 149 St. Zip: 33161. Tel: 947-5611. Owner: M.L. Emerman; Gen. Mgr.: Edith L. Murphy.

South Eastern Recs. Mfg. Corp., 4380 NW 128 St., Opa Locka 33054. Tel: 685-6211. Pres.: Matthew San Martin; Gen. Mgr.: Joe Serra; Sales Mgr.: Rilde Leon.

• ORLANDO AREA (Area Code 305)

Magnetix Corp., 770 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John Lory; Gen. Mgr.: Jim Baker; Sales Mgr.: Peter Loucks.

GEORGIA

• ATLANTA (Area Code 404)

Data-Linear Prods. Inc., 1823 E. John Wesley Ave., College Park. Zip: 30337. Tel: 761-5919. Contact: Robert M. Ingrassia. Home office: New York, N.Y.; Linear Prods. Inc.

Project 70 Audio Servs., 1127 Spring St. NW. Zip: 30309. Tel: 874-5232. Gen. & Sales Mgr.: Jerry L. Connell.

Recordex Corp., 1300 Booth Ave. Zip: 30318. Tel: 351-7062. Pres.: Mort Miller; VP & Gen. Mgr.: Tom Allen.

Star City South, 1854 Marietta Blvd. Zip: 30318. Tel: 355-9811. Gen. & Sales Mgr.: Jerry Tupler. Home office: Los Angeles, Calif.; Star City Dist. Inc.

• FAIRMOUNT (Area Code 404)

Cherokee Album Corp., PO Box 175. Zip: 30139. Tel: 382-2220. Pres.: John Carter; Sales Mgr.: Bobby Breazeale.

ILLINOIS

• BATAVIA (Area Code 312)

Audio Accessories Co., Box 628. Rt. 1. Zip: 60510. Tel: 879-5998. Sales Mgr.: John S. Maloney.

• CARBONDALE (Area Code 618)

Bruce's Good Photography, PO Box 3100. Zip: 62901. Tel: 457-7823. Owner, Pres. & Gen. Mgr.: Bruce Ashley.

• CHICAGO METROPOLITAN AREA (Area Code 312)

Ad-Verising Unlimited, PO Box 8135. Zip: 60680. Tel: 787-8220. Pres.: R.C. Hillsman; Gen. Mgr.: N.J. Hillsman; Sales Mgr.: Howard Pitman.

Album Graphics Inc., 745 N. Dearborn St. Zip: 60610. Tel: 344-9100. Pres.: Donald Kostorka; Sales Mgr.: Jim Ladwig. Branch: 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. Gen. Mgr.: Donald Kostorka. Branches: Los Angeles, Calif.; New York, N.Y.

Dunn Design Group, Hot Tomato Div., PO Box 744, Skokie 60076. Tel: 676-3722. Contact: Bill Dunn.

Hot Tomato Div., see Dunn Design Group.

Media Five, 712 Glenwood, Glenview 60026. Tel: 729-7180. Gen. Mgr.: William A. Little III. Home office: Kankakee, Ill.; Imperial Int'l Learning Corp.

• KANKAKEE (Area Code 815)

Imperial Int'l Learning Corp., PO Box 548, Rt. 455. Zip: 60901. Tel: 933-7735. Pres.: Spencer A. Barnard; Sales Mgr.: George T. Searles; Chief Eng.: James E. Reising. Branch: Glenview (Chicago Metropolitan Area), Ill.; Media Five.

• QUINCY (Area Code 217)

Armageddon Graphics, 611 Spring St. Zip: 62301. Tel: 224-1659. Gen. Mgr.: Fred Ticken.

INDIANA

• EVANSVILLE (Area Code 812)

Seven Hills Publ'g & Rec'g Co. Inc., 905 N. Main St. Zip: 47711. Tel: 423-1861. Pres.: Edward W. Krietemeyer; Gen. & Sales Mgr.: P.J. Hayden.

IOWA

• COUNCIL BLUFFS (Area Code 712)

Liberty/UA Tape Dupl'g Inc., 2101 S. 35 St. Zip: 51501. Tel: 328-8060. Gen. Mgr.: Marvin L. King; Eng. Dir.: Stan Nick.

KENTUCKY

• LOUISVILLE (Area Code 502)

Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658/5466. Pres.: Ray Allen; VP: Hardy Martin; Gen. Mgr.: David H. Snowden; Sales Mgr.: Ray Allen, David Snowden.

LOUISIANA

• RUSTON (Area Code 318)

Americana Rec'g Studios, 707-709 W. California. Zip: 71270. Tel: 255-0287.

MARYLAND

• SILVER SPRING (Area Code 301)

D B Sound Studios Inc., 8037 13 St. Zip: 20910. D.C. Tel: (202) 333-7474. Pres.: Jules M. Damian; Gen. Mgr.: Robert Williams.

MASSACHUSETTS

• BOSTON METROPOLITAN AREA (Area Code 617)

Continental Rec'g Inc., 12 Irving Sq., Framingham 01701. Tel: 879-2430. Pres., Gen. & Sales Mgr.: L. Daniel Flynn.

Fleetwood Rec'g Co. Inc., 321 Revere St., Revere 02151. Tel: 289-6800. Pres.: Vincent P. Giarrusso; Gen. Mgr.: Raymond Samora; Sales Mgr.: Victor Mancini. Branch: New York, N.Y.; Fleetwood Mktg. Group.

• BROCKTON (Area Code 617)

Ed Hurvitz Music Promos., 129 Bishop St. Zip: 02402. Tel: 588-6348. Pres. & Gen. Mgr.: Edward M. Hurvitz; Sales Mgr.: Linda S. Bernan.

• CHICOPEE (Area Code 413)

Bring It On Home/Adv., 40 Marion St. Zip: 01013. Tel: 592-1789. Pres.: Robert Bator; Gen. Mgr.: Celine Bator; Sales Mgr.: Yoland Bator.

MICHIGAN

• DETROIT METROPOLITAN AREA (Area Code 313)

Graphic Design Inc., 22000 Dequindre, Warren 48091. Tel: 758-0480. Pres.: Richard G. Heppard; Gen. Mgr.: Norah Gonyou; Sales Mgr.: Michael Breazeale.

Graphic Design Inc., 22000 Dequindre, Warren 48091. Tel: 758-0480. Pres.: Richard G. Heppard; Gen. Mgr.: Norah Gonyou; Sales Mgr.: Michael Breazeale.

MINNESOTA

• MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

Meta-Com Inc., 707 W. Broadway, Minneapolis 55411. Tel: 521-9202. Pres. & Sales Mgr.: James McCann.

MISSOURI

• INDEPENDENCE (Area Code 816)

Cavern Sound Corp., 18400 E. Truman Rd. Zip: 64050. Tel: 836-4000. Pres.: Gerald W. Rieggle; Gen. Mgr.: John Pearson; Sales Mgr.: Bill Hargrave.

• ST. LOUIS AREA (Area Code 314)

K B K Custom Recs., 1147 Villaview, Manchester 63011. Tel: 225-5661/3634. Pres.: Kent Kesterson; Gen. Mgr.: Jim Lake; Sales Mgr.: Marilyn Kesterson.

• SPRINGFIELD (Area Code 417)

American Artists Inc., 1763 E. Elm. Zip: 65802. Tel: 862-1768. Pres.: Joseph H. Higgins.

MONTANA

• HELENA (Area Code 406)

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Owner & Pres.: Lester Liedle; Sales Mgr.: Sandy Liedle.

NEW JERSEY

• CAMDEN (Area Code 609)

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 1136 State St. Zip: 08105. Tel: 963-3000; Philadelphia Tel: (215) 922-8558. Pres.: David H. Goodman; Gen. Mgr.: Edward J. Goodman; Sales Mgr.: Pat Landon. Branch: New York, N.Y.

• ENGLEWOOD (Area Code 201)

National Communication Arts Inc., 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Pres.: Alexander Magocca Jr.; Sales Mgr.: Joan Irving. Transworld Ent's., see National Communication Arts Inc.

• RUNNEMEDE (Area Code 609)

Qualitape Inc., 101 Broadway. Zip: 08078. Tel: 933-2500. Pres. & Sales Mgr.: Wayne E. Wilfong; Gen. Mgr.: Frank Tarsis.

• WEST KEANSBURG (Area Code 201)

Karass Media, 72 Thorne Pl. Zip: 07734. Tel: 787-3891. Pres.: Joe McHugh.

Joe McHugh, see Karass Media.

• WYCKOFF (Area Code 201)

Maranta—Custom Works Ltd. (div. of Maranta Music Ent's. Inc.), PO Box 9. Zip: 07481. Tel: 427-4393. Pres. & Op'n's Dir.: Clancy Morales; Art Dir. & Graphics Consultant: Jimmy Feliciano.

NEW MEXICO

• ALBUQUERQUE (Area Code 505)

Audio Specialties Co., 3530-D Pan American Fwy. NE. Zip: 87107. Tel: 345-2121. Pres., Gen. & Sales Mgr.: John G. Ralston.

NEW YORK

• GREAT NECK, L.I. (Area Code 516)

Ivy Hill Packaging, Community Dr. Zip: 11021. Tel: 487-0200. Bd. Chm.: Lewis Garlick; Pres.: Murray Gordon; Exec. VP & Sales Mgr.: Ellis Kern. Branch: Los Angeles, Calif.

• HAUPPAUGE, L.I. (Area Code 516)

Disc Printing Corp., 915 Motor Pkwy. Zip: 11787. Tel: 234-1400. Pres.: George N. Fishman; VP & Gen. Mgr.: Frank D. Martino.

• HUNTINGTON STATION, L.I. (Area Code 516)

Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090. Pres. & Gen. Mgr.: C.F. Galehouse; Sales Mgr.: Mack Wolfson.

• LEVITTOWN, L.I. (Area Code 516)

Marshall Assocs., 30 Marksman Ln. Zip: 11756. Tel: 796-2076. Gen. Mgr.: Howard Marshall.

• NEW YORK METROPOLITAN AREA (Area Code 212)

A. D. Adams Adv. Inc., 145 E. 52 St. Zip: 10022. Tel: 755-0845. Pres.: A.D. Adams. Branch: Woodbury, L.I., N.Y.

Album Graphics Inc., 35 W. 53 St. Zip: 10019. Tel: 489-0793. VP Mktg.: Richard Block; Sales Mgr.: John Maranov. Home office: Chicago, Ill.

George Alexander Group Inc., 36-25 Prince St., Flushing 11354. Tel: 886-5600. Pres.: Kevork K. Devezian.

Apon Rec. Co. Inc., PO Box 3082, Steinway Sta., Long Island City 11103. Tel: 721-5599. Gen. Mgr.: Don Zemann.

Atelier 57 Ltd., 24 W. 57 St. Zip: 10019.

Tape Services Directory

NASHVILLE (Area Code 615)

Fab Press, Gen. & Sales Mgr.: Gene Sanders; see Superior Inc.
 Ron Manning Prod'ns, 806 16 Ave. S., Suite 217, Zip: 37203. Tel: 256-2370. Pres. & Gen. Mgr.: Ron Manning; Sales Mgr.: Johnny Dollar.
 Pinwheel Art & Photography Studios Inc., 1211 16 Ave. S. Zip: 37212. Tel: 385-0570. Pres.: Herb Burnette.
 Superior Inc., Rockland Rd., Hendersonville 37075. Tel: 824-5141. Pres.: Duane Allen; Gen. Mgr.: Wayne Hilton; Sales Mgr.: Ken Harding.

TEXAS

SAN BENITO (Area Code 512)

Betancourt Ent's., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-1471. Pres.: Lionel C. Betancourt; Gen. Mgr.: John F. Phillips.

WACO (Area Code 817)

S M I Electronics Inc., 920 N. Valley Mills. Zip: 76710. Tel: 776-1230. Pres.: Curt Adams; Sales Mgr.: Charlie Coffee.

WASKOM (Area Code 214)

R. A. Carrier Music Co., PO Box 70. Zip: 75692. Tel: 687-2317. Pres.: Robert A. Carrier; Gen. Mgr.: Hardie Daniel; Sales Mgrs.: Kim Carrier, Claudia Reame.
 Branch: Los Angeles, Calif., Carrier & Reame Music Ent's.

UTAH

SALT LAKE CITY (Area Code 801)

Bonneville Int'l Corp., 136 E. South Temple, Suite 2000. Zip: 84111. Tel: 524-2558. Pres.: Arch L. Madsen; Exec. VP: Joseph A. Kjar.
 Branch: Bonneville Program Servs., 163 Social Hall Ave. Zip: 84111. Tel: 524-2621. Gen. Mgr.: Dick Alsop; Sales Mgr. & Prod'n Dir.: Dave Michelsen.

VERMONT

SPRINGFIELD (Area Code 802)

Gregorie Nelson Ficara Ent's., 40 Clinton St. Zip: 05156. Tel: 885-3820. Owner, Pres. & Gen. Mgr.: Gregorie N. Ficara; Sales Mgr.: Roberta Cummings.

VIRGINIA

NORFOLK (Area Code 804)

Tarzac Custom Rec'gs, 638 Muskogee Ave. Zip: 23509. Tel: 853-2304. Pres., Gen. & Sales Mgr.: Ronald C. Wagener.

WASHINGTON

BELLEVUE (Area Code 206)

M T W Rec. Prod'ns, PO Box 171. Zip: 98009. Tel: 454-2167. Owner: Mike Wing.

WISCONSIN

SAUK CITY (Area Code 608)

American Music Corp., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Gen. Mgr.: Steve Hamre; Sales Mgr.: Marie Neeley.

PACKAGING & LABELING

ARIZONA

PHOENIX (Area Code 602)

General Cassette Corp., 1324 N. 22 Ave. Zip: 85009. Tel: 258-7059. Pres.: Bill Johnson; Gen. Mgr.: Edward Martin; Sales Mgr.: Bill White.

CALIFORNIA

COSTA MESA (Area Code 714)

Audio Dynamic Ent's., 1281 Logan. Zip: 92626. Tel: 549-2271. Pres.: Gene Edwards; Gen. & Sales Mgr.: Frank Andres.

LOS ANGELES METROPOLITAN AREA (Area Code 213)

A T & T Tape Dupl'g Co., 717 N. Highland Ave., Hollywood 90038. Tel: 933-5701. Pres.: Ted Gardner; VP & Sales Mgr.: Jay Van Horn; Gen. Mgr.: David Ferguson.
 Abbey Tape Dupl'rs, 5358 Cartwright Ave., North Hollywood 91601. Tel: 877-3136. Gen. Mgr.: Norman C. Cooke.
 Cadet Recs. Inc./Custom Rec. Mfg., 5810 S. Normandie. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari; Gen. Mgr.: James Takeda; Sales Mgr.: Robert Harrington; Magnetic & Dupl'g Div. Mgr.: Donald Macmillan.
 Container-Kraft Inc., 8321 DeCelle Pl., Sepulveda 91343. Tel: 893-9721. Pres.: Arthur Garson; VP: Russell Garson; Sales Mgr.: Harry Kringsman.
 Ellips Inds., 2342 Sawtelle. Zip: 90064. Tel: 478-0811. Pres.: Elliot Peikoff; Gen. Mgr.: Gary Young.
 Branch: New York, N.Y.
 Ivy Hill Packaging, 4800 S. Santa Fe Ave., Zip: 90058. Tel: 583-8974. Exec. VP: Russell Muir; VP Sales: Jack Sclar.
 Home office: Great Neck, L.I., N.Y.
 Magnetic Tape Eng'g Corp. (Magtec), 8120 Webb Ave., North Hollywood 91605. Tel: 768-6100. Pres.: S. Gerald Stone; Gen. Mgr.: Len Feldman; Nat'l Sales Mgr.: Bob Bilkiss.
 N J M Inc., 2500 W. Sixth St. Zip: 90057. Tel: 380-3490. Mgr.: H. Maine.
 Home office: Hoboken, N.J.
 Paramount-West Ent's., 8010 Second St., Paramount 91723. Tel: 531-6000. Pres. & Sales Mgr.: D.W. Galiffa; Gen. Mgr.: Pete Martinez.
 Stereotape (div. of Magtec), 8125 Lankershim Blvd., North Hollywood 91605. Tel: 768-6100. Pres.: Gerald Stone; Gen. & Sales Mgr.: Herb Dale.

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson 90746. Tel: 327-3203. Pres.: Edward O. Praeger.

Viewlex-Monarch Tape Dupl'g, 3416-20 Vineyard Ave. Zip: 90018. Tel: 731-2228.
 Whitney Tape Dupl'rs (div. of Whitney Rec'g Studio Inc.), 1305 W. Glenoaks, Glendale 91201. Tel: 245-6801. Pres. & Gen. Mgr.: Lorin J. Whitney.

SACRAMENTO (Area Code 916)

Bill Rase Prod'ns, 955 Venture Court. Zip: 95825. Tel: 452-4266. Pres., Gen. & Sales Mgr.: Bill Rase.

SAN FRANCISCO & BAY AREA (Area Code 415)

Geis Audio Tape Ent. (GATE), 351 G St., San Rafael 94901. Tel: 456-8035. Pres.: Don Geis; Gen. Mgr.: Mary Geis; Sales Mgr.: John Geis.
 Mantra Corp., 2207 S. El Camino Real, San Mateo 94403. Tel: 574-1500. Pres.: George M. Woodley; Gen. Mgr.: Robert N. Day; Sales Mgr.: Frank R. Matteroli.

SANTA CLARA (Area Code 408)

Recording Specialities Inc., 2971 Corvin Dr. Zip: 95050. Tel: 739-7201. Pres.: Michael P. Papp.

CONNECTICUT

MILFORD (Area Code 203)
 Intertec Electronics Co., 321 New Haven Ave. Zip: 06460. Tel: 874-8038. Pres.: Mark Olenski; Gen. Mgr.: Chuck Williams; Sales Mgr.: Tom O'Loughlin.

UNION CITY (Area Code 203)

A. C. Hampson Printing Co. Inc., 168 City Hill St. Zip: 06770. Tel: 729-2294. Pres.: A. C. Hampson; Gen. Mgr.: A.D. Hampson; Sales Mgr.: R.C. Lovering.

DELAWARE

WILMINGTON (Area Code 302)

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Marjorie Leap.
 National Tape Dupl'rs, see Ken-Del Prod'ns Inc.

DISTRICT OF COLUMBIA

WASHINGTON (Area Code 202)

Kinotech Ltd.—Audio-Visual Prod'ns, 1042 Wisconsin Ave. NW. Zip: 20007. Tel: 965-3392.

Pres., Gen. & Sales Mgr.: Wolfgang Wawrzynowicz.

Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE. Zip: 20002. Tel: 832-7885. Pres., Gen. & Sales Mgr.: Harold H. Lion.

FLORIDA

MIAMI METROPOLITAN AREA (Area Code 305)

Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Arnold Adirim; Gen. Mgr.: Nadine H. Baker; Chief Eng.: Gen. Sayet.
 South Eastern Recs. Mfg. Corp., 4380 NW 128 St., Opa Locka 33054. Tel: 685-6211. Pres.: Matthew San Martin; Gen. Mgr.: Joe Serra; Sales Mgr.: Rilde Leon.

ORLANDO AREA (Area Code 305)

Christian Dupl'ns Inc., 101 Wymore Rd., Suite 103, Altamonte Springs 32701. Tel: 862-0166. Pres.: R.B. Turney; Gen. Mgr.: Marilyn Kubik.
 Magnetix Corp., 770 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John Lory; Gen. Mgr.: Jim Baker; Sales Mgr.: Pete Loucks.

GEORGIA

ATLANTA (Area Code 404)

Project 70 Audio Servs., 1127 Spring St. NW. Zip: 30309. Tel: 874-5232. Gen. & Sales Mgr.: Jerry L. Connell.

FAIRMOUNT (Area Code 404)

Cherokee Album Corp., PO Box 175. Zip: 30139. Tel: 382-2220. Pres.: John Carter; Sales Mgr.: Bobby Brazeale.

ILLINOIS

BATAVIA (Area Code 312)

Audio Accessories Co., Box 628, Rt. 1. Zip: 60510. Tel: 879-5998. Sales Mgr.: John S. Maloney.

CHICAGO METROPOLITAN AREA (Area Code 312)

Bruce Packaging Co., 8025 N. Kenneth Ave., Skokie 60076. Tel: 583-2818. Owner: Joseph Halperin.
 Custom Audio Inc., 110 S. River Rd., Des Plaines (Continued on page TR-8)

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Here's how to enter: If you haven't already received your GOING PLACES Program Kit from your TDK Rep, fill out and send in the coupon below. It registers you in the Program and becomes your first entry in the Sweepstakes. We'll send you your Program Kit with all the materials you need to submit additional Sweepstakes entries, and to earn valuable gift merchandise points.

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TDK'S "GOING PLACES" SWEEPSTAKES & INCENTIVE GIFT PROGRAM

1. The program runs from April 1, 1974 thru May 31, 1974. All Sweepstakes entries must be received by June 5, 1974; all Incentive Gift orders must be received no later than June 30, 1974.
2. All retail sales of any ten (10) TDK products made during this period, when recorded on a TDK GOING PLACES Tally Sheet and verified by the retailer's management, qualifies as an entry in the Sweepstakes, and also constitutes ten (10) Incentive Gift Points toward the redemption of Gift merchandise shown in the GOING PLACES Incentive Gifts Catalog.
3. Sweepstakes winners will be determined by random drawings conducted by an independent judging organization. All prizes will be awarded. Winners will be notified by mail, and 1st and 2nd Prize winners will be announced at the CES Show in Chicago. Only one Sweepstakes prize will be awarded to any individual; there is no limit however, on the number of incentive gifts which may be earned.
4. No substitutions or exchanges of Sweepstakes prizes, other than the choices listed will be permitted. Winners will be responsible for payment of any applicable local, state or federal taxes.
5. The GOING PLACES Program is open to all sales personnel in all US retail sales outlets which handle TDK magnetic recording tape products.
6. This program is subject to all federal, state and local laws, and is void where taxed, prohibited or otherwise restricted.

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 City, State, Zip _____
 Store Name _____
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Yes! I want to participate in TDK's "GOING PLACES" Program. I am actively involved in the retail sale of TDK tape products, and agree to comply with the rules of the "GOING PLACES" Program. Please enter this coupon as my first entry in the Sweepstakes, and send me my complete Program Kit.

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Tape Services Directory

TAPE SERVICES

Continued from page TR-7

60016 Tel: 298-6680. Pres.: Paul Lutgens; Gen. Mgr.: Mike Jaffe.
Media Five, 712 Glenwood, Glenview 60026. Tel: 729-7180. Gen. Mgr.: William A. Little III.
Home office: Kankakee, Ill., Imperial Int'l Learning Corp.
N J M Inc., 2363 Devon Ave., Elk Grove Village 60007. Tel: 595-9070. Mgr.: D. Finkelston.
Home office: Hoboken, N.J.
Universal Audio Inc., 4751 N. Olcott Ave. Zip: 60656. Tel: 867-9200. Pres.: Tom Horton; Sales Mgr.: N.C. Bellow.
Vinyl-Weld Inc., 1900 S. Western Ave. Zip: 60608. Tel: 243-0606. Mktg. Dir.: Alan Caplan.

KANKAKEE (Area Code 815)
Imperial Int'l Learning Corp., PO Box 458, Rt. 455, Zip: 60901. Tel: 933-7735. Pres.: Spencer A. Barnard; Sales Mgr.: George T. Searles; Chief Eng.: James E. Reising.

Branch: Glenview (Chicago Metropolitan Area), Ill., Media Five.

WHEATON (Area Code 312)
Double Sixteen Co., Box 1616, 407 Gundersen, Zip: 60187. Tel: 653-1616. Pres.: James Canon; Sales Mgr.: Tom Canon.

INDIANA

INDIANAPOLIS (Area Code 317)
Rutgers Packaging Corp., 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777. Pres.: Abe Garde; Gen. Mgr.: Bill Swanson; Sales Mgr.: Ben Court.

RICHMOND (Area Code 317)
Dubbings Electronics (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374. Tel: 962-9511. Pres.: M. Thaler; Sales Mgr.: J. Pastolove.
Richmond Rec'g Corp., see Dubbings Electronics.

IOWA

COUNCIL BLUFFS (Area Code 712)
Liberty/UA Tape Dupl'g Inc., 2101 S. 35 St. Zip:

51501. Tel: 328-8060. Gen. Mgr.: Marvin L. King; Eng. Dir.: Stan Nick.
Moss Rec'g Serv., 708 W. Broadway, Zip: 51501. Tel: 322-4513. Owner: Terry L. Moss.

KENTUCKY

LOUISVILLE (Area Code 502)
Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658/5466. Pres.: Ray Allen; VP: Hardy Martin; Gen. Mgr.: David H. Snowden; Sales Mgr.: Ray Allen, David Snowden.

LOUISIANA

RUSTON (Area Code 318)
Americana Rec'g Studios, 707-709 W. California, Zip: 71270. Tel: 255-0287.

MICHIGAN

DETROIT AREA (Area Code 313)
Magnetic Video Corp., 24380 Indoplex Circle, Farmington Hills 48024. Tel: 477-6066. Pres.: Andre A. Blay; Sales Mgr.: Cal Celestine.

LIVONIA (Area Code 313)
Sicom Electronics Corp., 33026 Capitol, Zip: 48150. Tel: 261-8650. Pres.: D.D. Merry; VP Sales: S.R. Wagler.

WARREN (Area Code 313)
American Sound Corp., 3319 E. Ten Mile Rd. Zip: 48091. Tel: 539-2900. Pres.: Frank S. Day; VP & Gen. Mgr.: Paul M. Hayes; Sales Mgr.: M. Day.

MINNESOTA

MINEAPOLIS-ST. PAUL AREA (Area Code 612)
Blackbourn Inc., 1821 University Ave., St. Paul 55104. Tel: 646-2781. Pres.: D.S. Nicholson; Sales Mgr.: R.A. Askay.
EMC Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg; Sales Mgr.: Richard T. Stevens.
Meta-Com Inc., 707 W. Broadway, Minneapolis 55411. Tel: 521-9202. Pres. & Sales Mgr.: James I. McCann.

NEBRASKA

LINCOLN (Area Code 402)
Lenco Co., 3901 N. 69. Zip: 68507. Tel: 434-7488.

NEW JERSEY

BLOOMFIELD (Area Code 201)
Ever-Ready Packaging & Assembly Div., Reliance Folding Carton Corp., 225 Belleville Ave. Zip: 07003. Tel: 748-6677. Gen. Mgr.: Hayden Morris.
Reliance Folding Carton Corp., see Ever-Ready Packaging & Assembly Div.

ENGLEWOOD (Area Code 201)
National Communication Arts Inc., 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Pres.: Alexander Magocsi Jr.; Sales Mgr.: Joan Irving.
Transworld Ents., see National Communication Arts Inc.

HOBOKEN (Area Code 201)
N J M Inc., 16 St. & Willow Ave. Zip: 07030. Tel: 659-0483. Pres.: R. Wellbrock; Mktg. & Sales Dir.: S.B. Dobosy.
Branches: Los Angeles, Calif.; Elk Grove Village (Chicago Metropolitan Area), Ill.

PENNSAUKEN (Area Code 609)
Cassette Servs. Inc., PO Box H; see Tape Servs. Inc.
Tape Servs. Inc., 7015 Westfield Ave. Zip: 08110. Tel: 865-3323. Pres.: William F. Mulcahy; Nat'l Sales Mgr.: David R. Sykes.

RIDGEFIELD PARK (Area Code 201)
American Tape Corp., 11 Teaneck Rd. Zip: 07660. Tel: 841-5202. Pres.: Donald H. Gabor; Gen. Mgr.: J.M. Grieco; Sales Mgr.: George Kurtz.

RUNNEMEDE (Area Code 609)
Qualitape Inc., 101 Broadway, Zip: 08078. Tel: 933-2500. Pres. & Sales Mgr.: Wayne E. Wilfong; Gen. Mgr.: Frank Tarsia.

NEW MEXICO

ALBUQUERQUE (Area Code 505)
Audio Specialties Co., 3530-D Pan American Fwy. NE, Zip: 87107. Tel: 345-2121. Pres., Gen. & Sales Mgr.: John G. Ralston.

NEW YORK

GREAT NECK, L.I. (Area Code 516)
Ivy Hill Packaging, Community Dr. Zip: 11021. Tel: 487-0200. Bd. Chm.: Lewis Garlick; Pres.: Murray Gordon; Exec. VP & Sales Mgr.: Ellis Kern.
Branch: Los Angeles, Calif.

HAUPPAUGE, L.I. (Area Code 516)
Viewlex Packaging Inc., Gilpin Ave., Cardinal Ind'l Park, Zip: 11787. Tel: 234-1100. Pres.: Leo Margolies; Sales Mgr.: Sani Rothberg.

NEW YORK METROPOLITAN AREA (Area Code 212)
B T G Assocs. Inc., 129 W. 22 St. Zip: 10011. Tel: 929-8435. Pres.: Richard Teich; Gen. Mgr.: Barry Berman.
Broadcasting Foundation of America, 52 Vanderbilt Ave. Zip: 10017. Tel: 684-2505. Pres.: Seymour N. Siegel; VP & Exec. Dir.: Howard L. Kany; Sales Mgr.: Catherine Probst.
Cassette Rec'g Corp., 41-34 27 St., Long Island City 11101. Tel: 937-3344. Pres.: Carl Lustig; Gen. Mgr.: Matt Polakoff; Sales Mgr.: John Moriarty.
Cue Rec'g Inc., 1156 Ave. of the Americas, Zip: 10036. Tel: 757-3641. Pres.: Mel Kaiser; Gen. Mgr.: Bernard Rubinstein; Sales Mgr.: Louis Maltese.

Direct Rec'gs Inc., 18 E. 50 St. Zip: 10022. Tel: 759-7979. Pres. & Gen. Mgr.: Norman Levin.
Elipas Inds., 1901 McDonald Ave., Brooklyn 11223. Tel: 645-3003. Pres.: Elliot Peikoff; Sales Mgr.: M. Cabasso.
Home office: Los Angeles, Calif.

Marvel Pharmacal & Packaging Co., see BTG Assocs. Inc.
Mastro Inds. Inc., 3040 Webster Ave., Bronx 10467. Tel: 547-5600. Pres.: Mario Maccaferri; Gen. Mgr.: Marco Maccaferri; Mktg. & Sales Dir.: Jules L. Sack.
Mic-Tone Printing Corp., 1637 Utica Ave., Brooklyn 11234. Tel: 253-9696. Pres.: Jay Chernow; Gen. & Sales Mgr.: Richard Chernow.

Mirex Tape Corp., 630 Ninth Ave. Zip: 10036. Tel: 757-5600. Pres.: Richard T. Favara; Gen. & Sales Mgr.: Al Seltzer.

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11581. Tel: 497-2320. Pres. & Sales Mgr.: Jerome J. Rood; VP & Gen. Mgr.: Bernard Stein.

Record Albums Inc., Tel: 366-8171; see Progressive Label & Litho Co.
Richmond Rec'g Corp., 75 Rockefeller Plaza, Zip: 10020. Tel: 489-6370. Pres.: H.W. Hainick; Gen. Mgr.: Phil Raifaizen (Sales office only).
Unitape Corp., 1905 McDonald Ave., Brooklyn 11223. Tel: 645-3025. Pres.: Morris Cabasso; Gen. Mgr.: Ronald Colonna; Sales Mgr.: Jack Cabasso.

RYE (Area Code 914)
Preferred Sounds Inc., Nursery Ln. Zip: 10580. Tel: 967-7701. Pres.: Donald C. Fowle; Gen. Mgr.: John Lanni; Sales Mgr.: Edwin Lesson.

UTICA (Area Code 315)
Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Michael Cristall; Gen. & Sales Mgr.: Stanley Markowski.

OHIO

CINCINNATI (Area Code 513)
Audiocraft Rec'g Co., 915 W. Eighth St. Zip: 45203. Tel: 241-4304. Pres.: Earl T. Herzog; Gen. Mgr.: Earl T. Herzog Jr.
Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Shad O'Shea; Gen. Mgr.: Howard Lovdal; Sales Mgr.: Ed Schmidt.
Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Bob Bowery; Sales Mgr.: Sally Smith.

PENNSYLVANIA

RADNOR (Area Code 215)
Audio Visual Communications Inc., PO Box 85, Zip: 19087. Tel: 825-1813. Pres.: J.L.C. Ulrich Jr.; Gen. Mgr.: John L. Butterworth; Sales Mgr.: John W. Ballantyne.

SCRANTON (Area Code 717)
Keystone Printed Specialties Co. Inc., 321 Pear St. Zip: 18505. Tel: 346-1761, 961-3878. Pres. & Gen. Mgr.: P.G. Fischer Jr.; VP & Sales Mgr.: Martin Fischer.

TENNESSEE

FAYETTEVILLE (Area Code 615)
Kim-Pat Ents., 301 S. Main, Zip: 37334. Tel: 433-1683. Pres.: Bill Trigg.

MORRISTOWN (Area Code 615)
Album Co. of America, PO Box 374, Zip: 37814. Tel: 581-3486. Pres.: Hal R. McGaha.

TEXAS

WACO (Area Code 817)
S M I Electronics Inc., 920 N. Valley Mills, Zip: 76710. Tel: 776-1230. Pres.: Curt Adams; Sales Mgr.: Charlie Coffee.

UTAH

SALT LAKE CITY (Area Code 801)
Bonneville Int'l Corp., 136 E. South Temple, Suite 2000, Zip: 84111. Tel: 524-2558. Pres.: Arch L. Madsen; Exec. VP: Joseph A. Kjar.
Branch: Bonneville Program Servs., 163 Social Hall Ave. Zip: 84111. Tel: 524-2621. Gen. Mgr.: Dick Alsop; Sales Mgr. & Prod'n Dir.: Dave Michelsen.

VIRGINIA

NORFOLK (Area Code 804)
Tarzac Custom Rec'gs, 638 Muskogee Ave. Zip: 23509. Tel: 853-2304. Pres., Gen. & Sales Mgr.: Ronald C. Wagener.

PRINTING & LITHOGRAPHING

ARIZONA

PHOENIX (Area Code 602)
S & K Linear Prods. Inc., 915 N. Fourth St. Zip: 85004. Tel: 252-6878. Contact: Craig Chambers.
Home office: New York, N.Y., Linear Prods. Inc.

CALIFORNIA

LOS ANGELES METROPOLITAN AREA (Area Code 213)
A T & T Tape Dupl'g Co., 717 N. Highland Ave.,



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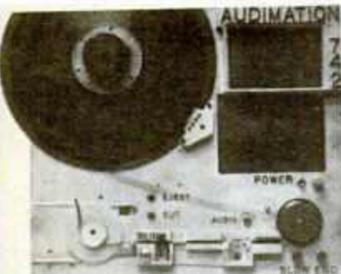
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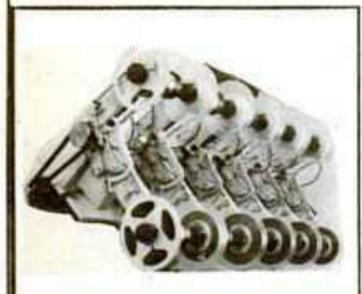
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Tape Services Directory

Hollywood 90038. Tel: 933-5701. Pres.: Ted Gardner; VP & Sales Mgr.: Jay Van Horn; Gen. Mgr.: David Ferguson.

Album Graphics Inc., 530 N. Larchmont Blvd. Zip: 90004. Tel: 462-0821. Gen. Mgr.: Edward Dwyer; Sales Mgr.: Jim Palmer.
Home office: Chicago, Ill.

Bert-Co Ent's., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Berton P. Couturier; VP Mktg.: William J. McMullen; VP & Gen. Mgr.: Robert L. Couturier; Sales Mgr.: Lewis M. Cooper.

Cadet Recs. Inc./Custom Rec. Mfg., 5810 S. Normandie. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari; Gen. Mgr.: James Takeda; Sales Mgr.: Robert Herrington.

Container-Kraft Inc., 8321 DeCielis Pl., Sepulveda 91343. Tel: 893-9721. Pres.: Arthur Garson; VP: Russell Garson; Sales Mgr.: Harry Krigsmann.

E M C Corp., 7000 Santa Monica Blvd. Zip: 90038. Tel: 463-3282. Gen. Mgr.: Jerome Greenfield; Sales Mgr.: Don Ciminelli.

Ivy Hill Packaging, 4800 S. Santa Fe Ave. Zip: 90058. Tel: 583-8974. Exec. VP: Russell Muir; VP Sales: Jack Sclar.
Home office: Great Neck, L.I., N.Y.

Magnetic Tape Eng'g Corp. (Magtec), 8120 Webb Ave., North Hollywood 91605. Tel: 768-6100. Pres.: S. Gerald Stone; Gen. Mgr.: Len Feldman; Nat'l Sales Mgr.: Bob Bilkiss.

Queens Envelope of California, 2838 E. Pico Blvd. Zip: 90023. Tel: 264-1101. Gen. Mgr.: Joseph Infuso.
Home office: New York, N.Y.; Queens Lithographing Corp.

Rainbo Recs. Mfg. Corp., 1041 N. Las Palmas, Hollywood 90038. Tel: (213) 466-7516. Pres.: Jack G. Brown; Gen. Mgr.: Ben Sheldon; Sales Mgr.: Bea Langham.

Stereotape (div. of Magtec), 8125 Lankershim Blvd., North Hollywood 91605. Tel: 768-6100. Pres.: Gerald Stone; Gen. & Sales Mgr.: Herb Dale.

Viewflex-Monarch Tape Dupl'g., 3416-20 Vineyard Ave. Zip: 90016. Tel: 731-2228.

Viewflex Packaging West, 5811 S. San Pedro Ave. Zip: 90011. Tel: 232-8278. Gen. Mgr.: Art Fink.
Home office: Hauppauge, N.Y.; Viewflex Packaging Inc.

SAN FRANCISCO & BAY AREA (Area Code 415)

Conlan Creative Lithographers, 1655 Folsom St. Zip: 94103. Tel: 431-7373. Pres.: Robert D. Conlan; Sales Mgr.: Richard T. Conlan.

Geis Audio Tape Ent. (GATE), 351 G St., San Rafael 94901. Tel: 456-8035. Pres.: Don Geis; Gen. Mgr.: Mary Geis; Sales Mgr.: John Geis.

SUNNYVALE (Area Code 408)

G R T Corp., 1286 N. Lawrence Station Rd. Zip: 94086. Tel: 734-2910. Pres.: Bertel Nordin; VP & Gen. Mgr.: K.W. Sonner; VP Mktg.: Herbert B. Hershfield. (Sales office only)

COLORADO

DENVER (Area Code 303)

Audicom Corp., 995 S. Clermont St. Zip: 80222. Tel: 757-3377. Pres. & Gen. Mgr.: Jack H. Dunham; Chief Eng.: David C. Howard.

CONNECTICUT

UNION CITY (Area Code 203)

A. C. Hampson Printing Co. Inc., 168 City Hill St. Zip: 06770. Tel: 729-2294. Pres.: A.C. Hampson; Gen. Mgr.: A.D. Hampson; Sales Mgr.: R.C. Lovering.

DELAWARE

WILMINGTON (Area Code 302)

Ken-Del Prod's Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Marjorie Leap.
National Tape Dupl'rs, see Ken-Del Prod's Inc.

FLORIDA

MIAMI METROPOLITAN AREA (Area Code 305)

South Eastern Recs. Mfg. Corp., 4380 NW 128 St., Opa Locka 33054. Tel: 685-6211. Pres.: Matthew San Martin; Gen. Mgr.: Joe Serra; Sales Mgr.: Rilde Leon.

ORLANDO AREA (Area Code 305)

Magnetix Corp., 770 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John Lory; Gen. Mgr.: Jim Baker; Sales Mgr.: Pete Loucks.

GEORGIA

ATLANTA (Area Code 404)

Data-Linear Prods. Inc., 1823 E. John Wesley Ave., College Park. Zip: 30337. Tel: 761-5919. Contact: Robert M. Ingrassia.
Home office: New York, N.Y.; Linear Prods. Inc.

Project 70 Audio Servs., 1127 Spring St. NW. Zip: 30309. Tel: 874-5232. Gen. & Sales Mgr.: Jerry L. Connell.

ILLINOIS

CHICAGO METROPOLITAN AREA (Area Code 312)

Apex Rec. Pressing Co. Inc., 7247 S. Racine Ave., Zip: 60636. Tel: 994-9700. Pres. & Gen. Mgr.: Norris Sawyer.

M. M. Cole Publ'g Co., 251 E. Grand. Zip: 60611. Tel: 527-2160. Pres.: Shepard Stern.

Fort Dearborn Lithograph Co., 6035 W. Gross Point Rd., Niles 60648. Tel: 774-4321. Pres.: Thomas Adler; Gen. Mgr.: Bernard J. Kelly; Sales Mgr.: Jerome Adler.

Media Five, 712 Glenwood, Glenview 60026. Tel: 729-7180. Gen. Mgr.: William A. Little III.
Home office: Kankakee, Ill.; Imperial Int'l Learning Corp.

COLLINSVILLE (Area Code 618)

Mar-Kay Rec'g Co., 1 Scotch Pine Dr. Zip: 62234. Tel: 344-4443. Pres.: Mary Joyce; Gen. & Sales Mgr.: Ron Allen.

KANKAKEE (Area Code 815)

Imperial Int'l Learning Corp., PO Box 548, Rt. 45S.

Zip: 60901. Tel: 933-7735. Pres.: Spencer A. Barnard; Sales Mgr.: George T. Searles; Chief Eng.: James E. Reising.
Branch: Glenview (Chicago Metropolitan Area), Ill., Media Five.

INDIANA

GARY (Area Code 219)

Ron Wheeler Ent's., PO Box 1900. Zip: 46409. Tel: 887-0924. Pres.: Ronald E. Wheeler.

INDIANAPOLIS (Area Code 317)

Bowers Rec. Sleeve Co., 5331 N. Tacoma Ave. Zip: 46260. Tel: 251-3918. Pres.: Robert F. Bowers; Gen. Mgr.: Robert C. Bowers; Sales Mgr.: Don G. Stidham.

Rutgers Packaging Corp., 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777. Pres.: Abe Garde; Gen. Mgr.: Bill Swanson; Sales Mgr.: Ben Court.

TERRE HAUTE (Area Code 812)

Artco Press Inc., 133 S. Sixth St. Zip: 47807. Tel: 232-0926. Pres.: James S. Roys; Gen. Mgr.:

Charles Ray; Sales Mgr.: Donald Wilson.

Modern Album of Indiana Inc., 1299 Voorhees St. Zip: 47808. Tel: 235-6001. Gen. Mgr.: Richard Fields.
Home office: New York, N.Y.; Modern Album & Finishing Co. Inc.

KENTUCKY

LOUISVILLE (Area Code 502)

Allen-Martin Prod's Inc., 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658/5466. Pres.: Ray

Allen; VP: Hardy Martin; Gen. Mgr.: David H. Snowden; Sales Mgr.: Ray Allen, David Snowden.

LOUISIANA

RUSTON (Area Code 318)

Americana Rec'g Studios, 707-709 W. California. Zip: 71270. Tel: 255-0287.

(Continued on page TR-10)

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Tape Services Directory

TAPE SERVICES

Continued from page TR-9

MASSACHUSETTS

- **LAWRENCE (Area Code 617)**
N E R T of New England, Sales Mgr.: Commander Penguin; see PBN Survey/NERT of New England.
P B N Survey/NERT of New England, PO Box 268, 31 Hobson St. Zip: 01842. Tel: 686-4293. Pres.: Jerry P. Marcus; Gen. Mgr.: Melvin L. Marcus; Sales Mgr.: Jennie Marcus.

MICHIGAN

- **DETROIT (Area Code 313)**
Graphic Design Inc., 22000 Dequindre, Warren 48091. Tel: 758-0480. Pres.: Richard G. Heppard; Gen. Mgr.: Norah Gonyou; Sales Mgr.: Michael Breazeale.

NEW JERSEY

- **BARRINGTON (Area Code 609)**
Modern Album of New Jersey Inc., 1301 Clements Bridge Rd. Zip: 08007. Tel: 547-1415. Gen. Mgr.: Floyd Pawson; Sales Mgr.: Sidney Schaffer.
Home office: New York, N.Y., Modern Album & Finishing Co. Inc.
- **CAMDEN (Area Code 609)**
Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 1136 State St. Zip: 01805. Tel: 963-3000. Philadelphia Tel: (215) 922-8558. Pres.: David H. Goodman; Gen. Mgr.: Edward J. Goodman; Sales Mgr.: Pat Landon. Branch: New York, N.Y.

- **RUNNEMEDE (Area Code 609)**
Qualitape Inc., 101 Broadway. Zip: 08078. Tel: 933-2500. Pres. & Sales Mgr.: Wayne E. Wilfong; Gen. Mgr.: Frank Tarsia.

NEW MEXICO

- **ALBUQUERQUE (Area Code 505)**
Audio Specialties Co., 3530-D Pan American Fwy.

NE. Zip: 87107. Tel: 345-2121. Pres., Gen. & Sales Mgr.: John G. Galston.

NEW YORK

- **FARMINGDALE, L.I. (Area Code 516)**
Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7300. Pres.: Daniel Cooper; Gen. Mgr.: Michael Cooper; Sales Mgr.: Frank R. Camp.

- **GREAT NECK, L.I. (Area Code 516)**
Ivy Hill Packaging, Community Dr. Zip: 11021. Tel: 487-0200. Bd. Chm.: Lewis Garlick; Pres.: Murray Gordon; Exec. VP & Sales Mgr.: Ellis Kern. Branch: Los Angeles, Calif.

- **HAUPPAUGE, L.I. (Area Code 516)**
Disc Printing Corp., 915 Motor Pkwy. Zip: 11787. Tel: 234-1400. Pres.: George N. Fishman, VP & Gen. Mgr.: Frank D. Martino.
Viewlex Packaging Inc., Gilpin Ave., Cardinal Ind'l Park. Zip: 11787. Tel: 234-1100. Pres.: Leo Margolies; Sales Mgr.: Sani Rothberg. Branch: Los Angeles, Calif., Viewlex Packaging West.
- **HICKSVILLE, L.I. (Area Code 516)**
Andrews-Nunnery Envelope & Paper Corp. (sub. of Viewlex Inc.), 74 Alpha Plaza. Zip: 11802. Tel: 931-6500. Pres.: Stuart M. Andrews Jr.; Sales Mgr.: John Muller.

- **HUNTINGTON STATION, L.I. (Area Code 516)**
Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090. Pres. & Gen. Mgr.: C.F. Galehouse; Sales Mgr.: Mack Wolfson.

NEW YORK METROPOLITAN AREA (Area Code 212)

- Album Graphics Inc., 35 W. 53 St. Zip: 10019. Tel: 489-0793. VP Mktg.: Richard Block; Sales Mgr.: John Maranov. Home office: Chicago, Ill.
- Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410. Pres.: Alexander Pollack; Sales Mgr.: Albert Pollack.
- Lee-Myles Assocs., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Pres.: Robert M. Miller.
- Linear Prods. Inc., 37 W. 20 St. Zip: 10011. Tel: 255-2917. Pres.: Robert Irwin; Sales Mgr.: Philip R. Diamond. Branches: Phoenix, Ariz., S&K Linear Prods. Inc., Atlanta, Ga., Data-Linear Prods. Inc., Cincinnati, Ohio.
- MacMurray Press Inc., 10 Jones St. Zip: 10014. Tel: 924-1530. Pres., Gen. & Sales Mgr.: Max Finesmith.
- Mastro Inds. Inc., 3040 Webster Ave., Bronx 10467. Tel: 547-5600. Pres.: Mario Maccaferri; Gen. Mgr.: Marco Maccaferri; Mktg. & Sales Dir.: Jules L. Sack.
- Mic-Tone Printing Corp., 1637 Utica Ave., Brooklyn 11234. Tel: 253-9696. Pres.: Jay Chernow; Gen. & Sales Mgr.: Richard Chernow.
- Mirex Tape Corp., 630 Ninth Ave. Zip: 10036. Tel: 757-5600. Pres.: Richard T. Favara; Gen. & Sales Mgr.: Al Seltzer.
- Modern Album & Finishing Co. Inc., 119-01 22 Ave., College Point 11356. Tel: 353-5701. Pres.: G.D. Thomas; Gen. Mgr.: R.A. Froehlig; Sales Mgr.: Sidney Schaffer. Branches: Los Angeles, Calif., Modern Album of California Inc., Terre Haute, Ind., Modern Album of Indiana Inc., Barrington, N.J., Modern Album of New Jersey Inc., Nashville, Tenn., Modern Album of Tennessee Inc. Int'l branch: Canada, Modern Album of Canada Ltd.
- Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11581. Tel: 497-2320. Pres. & Sales Mgr.: Jerome J. Rood; VP & Gen. Mgr.: Bernard Stein.
- Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack Hecht; VP: Eric Kaitman; Sales Mgr.: Jerry Sanders. Branches: Los Angeles, Calif., Queens Envelope of California, Indianapolis, Ind., Rutgers Packaging Corp.
- Record Albums Inc., Tel: 366-8171; see Progressive Label & Litho Co.
- Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 2 Pennsylvania Plaza, Suite 1500. Zip: 10001. Tel: 868-3115. Sales Mgr.: Robert Freifeld. Home office: Camden, N.J.
- Saxon Adhesive Prods. Inc., 46-02 28 St., Long Island City 11101. Tel: 361-3080. VP Mktg.: Arnold Rothbart.
- Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres.: Paul Shore; Sales Mgr.: Floyd S. Glinert. Branch: Los Angeles, Calif.
- Tanagraphics Inc., 153 W. 27 St. Zip: 10001. Tel: 255-6876. Pres.: Fred Goldstein; Gen. Mgr.: James Cox; Sales Mgr.: Dan Green.
- Tri-Lon Color Lithographers Ltd., 54 W. 21 St. Zip: 10010. Tel: 255-6140. Pres.: Morris Strickler; Sales Mgr.: David Strickler.

- **ROCKVILLE CENTRE, L.I. (Area Code 516)**
Pratt-Spector Corp., 56 Merrick Rd. Zip: 11571. Tel: 764-5061. NYC Tel: (212) 227-0008. Pres.: Stanley Gilman; Gen. Mgr.: Andrew Barr; Sales Mgr.: Allan Frost.

NORTH CAROLINA

- **CHARLOTTE (Area Code 704)**
Vastech Inc., 4101 West Blvd. Zip: 28203. Tel: 394-8121. Pres. & Gen. Mgr.: J.J. Pelouquin; Sales Mgr.: George Duncan.
- **WILMINGTON (Area Code 919)**
Elvitree Rec'g Co., PO Box 3022, 1306 Castle St. Zip: 28401. Tel: 763-9649, 799-5063. Pres.: John Lewis Jones; Gen. Mgr.: James L. Wheeler; Sales Mgr.: Joseph R. Franks.

OHIO

- **AKRON (Area Code 216)**
K & L Sound Servs. Co., PO Box 2064. Zip: 44313. Tel: 666-4797. Area Co-ord.: Ed Hansen Jr.
- **CINCINNATI (Area Code 513)**
Artist's Rec'g Co., 320 Mill St. Zip: 45215. Tel: 761-0011. Gen. Mgr.: Carrol Rawlings; Sales Mgr.: Dave Rolfe.
Linear Prods. Inc., 226 E. Eighth St. Zip: 45202. Tel: 721-1918. Contact: Pat Borders. Home office: New York, N.Y.
Q C A Prod'ns Inc., Sales Mgr.: Pat Nelson; see Queen City Album Inc.

Queen City Album Inc., PO Box 25187, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres. & Gen. Mgr.: Edward R. Bosken; Sales Mgr.: Dan Howell.
Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Bob Bowery; Sales Mgr.: Sally Smith.

- **CLEVELAND (Area Code 216)**
Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres. & Gen. Mgr.: Thomas R. Boddie; Sales Mgr.: Dennis R. Boddie.

- **COLUMBUS (Area Code 614)**
Graphics of Columbus Inc., 5211 N. High St. Zip: 43214. Tel: 846-6126. Pres.: R.G. Kindred.

- **TOLEDO (Area Code 419)**
Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 691-2065. Pres.: Lowell P. Amos.

PENNSYLVANIA

- **MECHANICSBURG (Area Code 717)**
H R C Printing, 5252 E. Trindle Rd. Zip: 17055.

Tel: 766-0943. Pres.: Donald E. Baldwin; Gen. Mgr.: Donald P. Whitticar.

- **PHILADELPHIA (Area Code 215)**
Arcade Music Co., 2753 Kensington Ave. Zip: 19134. Tel: 739-7501. Pres. & Gen. Mgr.: Jack Howard.
Recordaid Inc., PO Box 14338. Zip: 19152. Pres.: D.W. Exline.

- **RADNOR (Area Code 215)**
Audio Visual Communications Inc., PO Box 85. Zip: 19087. Tel: 825-1813. Pres.: J.L.C. Ulrich Jr.; Gen. Mgr.: John L. Butterworth; Sales Mgr.: John W. Ballantyne.

- **SCRANTON (Area Code 717)**
Keystone Printed Specialties Co. Inc., 321 Pear St. Zip: 18505. Tel: 346-1761, 961-3878. Pres. & Gen. Mgr.: P.G. Fischer Jr.; VP & Sales Mgr.: Martin Fischer.

TENNESSEE

- **MEMPHIS (Area Code 901)**
Plastic Prods. Co., 1746 Chelsea Ave. Zip: 38108.

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Tape Services Directory

Tel: 276-7160. Pres.: R.E. Williams, Gen. Mgr.: Ed Roberson.

• MORRISTOWN (Area Code 615)

Album Co. of America, PO Box 374, Zip: 37814. Tel: 581-3486. Pres.: Hal R. McGaha.

• NASHVILLE (Area Code 615)

B C MusicType, 909 18 Ave. S. Zip: 37212. Tel: 327-3094. Owner: William Irwin. Fab Press, Gen. & Sales Mgr.: Gene Sanders; see Superior Inc.

G R T Rec. Pressing (formerly Midsouth), 1110 48 Ave. N. Zip: 37209. Tel: 383-7881. Gen. Mgr.: Chuck Duncan; Sales Mgr.: Dave Travis. The Leadsheet Machine, see BC MusicType. Midsouth Rec. Pressing, see GRT Rec. Pressing. Modern Album of Tennessee Inc., 121 Fifth Ave. Zip: 37203. Tel: 255-7461. Gen. Mgr.: Richard Fields; Sales Mgr.: R.J. Froehling. Home office: New York, N.Y., Modern Album & Finishing Co. Inc.

Superior Inc., Rockland Rd., Hendersonville 37075. Tel: 824-5141. Pres.: Duane Allen; Gen. Mgr.: Wayne Hilton; Sales Mgr.: Ken Harding.

TEXAS

• ARLINGTON (Area Code 817)

Sword & Shield Recs., PO Box 211, Zip: 76010. Tel: 261-5428. Owner: Calvin Wills.

VIRGINIA

• NORFOLK (Area Code 804)

Tarzac Custom Rec'gs, 638 Muskogee Ave. Zip: 23509. Tel: 853-2304. Pres., Gen. & Sales Mgr.: Ronald C. Wagener.

WYOMING

• CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, PO Box 82, Zip: 82001. Tel: 638-8733. Owner & Gen. Mgr.: Ray Alexander.

CUSTOM DUPLICATORS

ALABAMA

• BIRMINGHAM (Area Code 205)

Sargent Sound Systems Inc., 5104 Eighth Court S. Zip: 35212. Tel: 591-5976. Pres.: Harland A. Montgomery.

ARIZONA

• PHOENIX (Area Code 602)

Audio Rec'rs of Arizona Inc., 3830 N. Seventh St. Zip: 85014. Tel: 277-4723. Pres. & Gen. Mgr.: Floyd M. Ramsey.

General Cassette Corp., 1324 N. 22 Ave. Zip: 85009. Tel: 258-7059. Pres.: Bill Johnson; Gen. Mgr.: Edward Martin; Sales Mgr.: Bill White.

Configuration: Cartridge, cassette & open reel.

U A Rec'g Corp., 33 E. McDowell Rd. Zip: 85004. Tel: 257-1810. Pres.: John A. Michaelson; Sales Mgr.: Wade Bray.

• TUCSON (Area Code 602)

Spencer-Alquist Audio Ent's., 6252 E. 20. Zip: 85711. Tel: 886-2353. Gen. Mgr.: Tom Alquist.

Configuration: Cartridge, cassette & open reel.

ARKANSAS

• FORT SMITH (Area Code 501)

Village Rec'g Studios, 127 Phoenix Village. Zip: 72901. Tel: 646-7889. Pres.: Roy J. Morris.

Configuration: Open reel.

• LITTLE ROCK (Area Code 501)

Jaggars Audio Prod'ns, 6720 Mabelvale Cut-Off. Zip: 72209. Tel: 565-2800. Owner & Pres.: S.J. Jaggars.

Configuration: Cassette & open reel.

CALIFORNIA

• ANAHEIM (Area Code 714)

Certron Corp., 1701 S. State College Blvd. Zip: 92806. Tel: 633-4280. Pres.: Ed Gamson; Gen. Mgr.: Ray Allen; Sales Mgr.: Hal Wilde.

Configuration: Cartridge & cassette.

• COSTA MESA (Area Code 714)

Audio Dynamic Ent's., 1281 Logan. Zip: 92626. Tel: 549-2271. Pres.: Gene Edwards; Gen. & Sales Mgr.: Frank Andres.

Configuration: Cartridge & quadrasonic 8-tr.

• GARDEN GROVE (Area Code 714)

Video Dynamics, 10722 Trask Ave. Zip: 92643. Tel: 636-2490.

Configuration: Cartridge, cassette & video.

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

A T & T Tape Dupl'g Co., 717 N. Highland Ave., Hollywood 90038. Tel: 933-5701. Pres.: Ted Gardner; VP & Sales Mgr.: Jay Van Horn; Gen. Mgr.: David Ferguson.

Configuration: Cartridge & cassette.

Abbey Tape Dupl'rs, 5358 Cartwright Ave., North Hollywood 91601. Tel: 877-3136. Gen. Mgr.: Norman C. Cooke.

Configuration: Cassette & open reel.

Ampex Music Div., 500 Rodier Dr., Glendale 91201. Tel: 245-9373. (Sales office only)

Home office: Chicago, Ill.

Configuration: Cartridge, cassette, open reel & video.

Cadet Recs. Inc./Custom Rec. Mfg., 5810 S. Normandie. Zip: 90044. Tel: 753-5121. Pres.: Jules Bihari; Gen. Mgr.: James Takeda; Sales Mgr.: Robert Herrington; Magnetic & Dupl'g Div. Mgr.: Donald Macmillan.

Configuration: Cartridge & cassette.

Columbia Rec. Prod'ns, 6430 Sunset Blvd., Hollywood 90028. Tel: 466-2481. West Coast Sales Mgr.: Mike Coolidge. (Sales office only)

Configuration: Cartridge, quadrasonic 8-tr., cassette & open reel.

D A K Inds. Inc., 10845 Vanowen, North Hollywood 91605. Tel: 984-1559. Pres. & Sales Mgr.: Drew Alan Kaplan; Gen. Mgr.: Turman Rushton.

Configuration: Cassette.

E M C Corp., 7000 Santa Monica Blvd. Zip: 90038. Tel: 463-3282. Gen. Mgr.: Jerome Greenfield; Sales Mgr.: Don Ciminelli.

Home office: St. Paul, Minn.

Configuration: Cassette & open reel.

Gemini Rec'g, 3374 Bennett Dr. Zip: 90068. Tel: 851-4844. Pres.: John B. Hickman; Studio Mgr.: Bianca V. Blazzo.

Configuration: Open reel.

Kendun Rec'rs (div. of Kendun Sierra Corp.), 619 S. Glenwood Pl., Burbank 91506. Tel: 849-6335. Pres. & Gen. Mgr.: Kent Duncan; Sales Mgr.: Kim Paladino.

Configuration: Cassette.

Magnetic Tape Eng'g Corp. (Magtec), 8120 Webb Ave., North Hollywood 91605. Tel: 768-6100. Pres.: S. Gerald Stone; Gen. Mgr.: Len Feldman; Nat'l Sales Mgr.: Bob Bilkiss.

Configuration: Cartridge, cassette & open reel.

R C A Recs., 6363 Sunset Blvd. Zip: 90028. Tel: 461-9171. (Sales office only)

Radio Central Tape Dupl'rs, 427 W. Fifth St. Zip: 90013. Tel: 626-9891. Owner: David B. Sigler; Gen. Mgr.: Carl Hampson.

Configuration: Cassette & open reel.

Martin Roberts & Assocs. Inc., 9171 Wilshire Blvd., Beverly Hills 90212. Tel: 273-0381.

Pres.: Martin Roberts; Sales Mgr.: G. Wells.

Configuration: Cassette.

Stereotape (div. of Magtec), 8125 Lankershim Blvd., North Hollywood 91605. Tel: 768-6100. Pres.: Gerald Stone; Gen. & Sales Mgr.: Herb Dale.

Superscope Inc., Tape Dupl'g Div., 8150 Vineland Ave., Sun Valley 91352. Tel: 767-9750.

Pres.: Joseph S. Tushinsky; Branch: 455 Fox St., San Fernando 91340. Tel: 365-1191. VP & Gen. Mgr.: Darrell W. Zielke.

Configuration: Cartridge, cassette & open reel.

Viewlex-Monarch Tape Dupl'g, 3416-20 Vineyard Ave. Zip: 90016. Tel: 731-2228.

Configuration: Cartridge, cassette & open reel.

Walden Sound Rec'rs, 10548 Duncan, Manhattan Beach 90266. Tel: 372-0780. Pres.: Gary Young; Gen. Mgr.: Rolf Erickson; Sales Mgr.: John W. Larmer.

Configuration: Cartridge, cassette & open reel.

Whitney Tape Dupl'rs (div. of Whitney Rec'g Studio Inc.), 1305 W. Glenoaks, Glendale 91201.

Tel: 245-6801. Pres. & Gen. Mgr.: Lorin J. Whitney.

Configuration: Cassette & open reel.

• SACRAMENTO (Area Code 916)

Bill Rase Prod'ns, 955 Venture Court. Zip: 95825.

Tel: 452-4266. Pres., Gen. & Sales Mgr.: Bill Rase.

Configuration: Cassette & open reel.

• SAN DIEGO (Area Code 714)

Studio West, 5042 Ruffner. Zip: 92111. Tel: 277-4714. Pres. & Mgr.: LeRoy Carroll.

Configuration: Cassette.

• SAN FRANCISCO & BAY AREA (Area Code 415)

Cory Sound Co., 3522 Geary Blvd. Zip: 94118.

Tel: 668-1288/1380. Pres. & Musical Dir.: George Cory; VP & Prod'n Mgr.: Phil Markinson; VP & Sales Mgr.: Lou Sinclair; Chief Eng.: Veikko West.

Configuration: Cassette & open reel.

Fred Fox Music Co., 15 S. Ontario, San Mateo 94401. Tel: 343-7222. Owner & Gen. Mgr.: F.H. Nesbitt Jr.; Sales Mgr.: V.A. Nesbitt.

Configuration: Cartridge & cassette.

Geis Audio Tape Ent. (GATE), 351 G St., San Rafael 94901. Tel: 456-8035. Pres.: Don Geis; Gen. Mgr.: Mary Geis; Sales Mgr.: John Geis.

Configuration: Open reel.

Mann Cassette Inds., PO Box 1121. Zip: 94101.

Tel: 221-2000 x 50. Pres.: D.V. Mann; Sales Mgr.: Bill Wells.

Configuration: Endless loop cassette.

Mantra Corp., 2207 S. El Camino Real, San Mateo 94403. Tel: 574-1500. Pres.: George M. Woodley; Gen. Mgr.: Robert N. Day; Sales Mgr.: Frank R. Matteroli.

Configuration: Cassette & open reel.

Harry McCune Sound Serv. Inc., 951 Howard St. Zip: 94103. Tel: 777-2700. Pres.: Harry D. McCune; Gen. Mgr.: Mort R. Feld; Sales Mgr.: Steven Z. Mirsky.

Configuration: Cassette & open reel.

• SAN JOSE (Area Code 408)

Audiodyne Co., PO Box 825. Zip: 95106. Tel: 287-3520. Pres.: Louis R. Chiaramonte.

Configuration: Cartridge 4-tr. & 8-tr., cassette & open reel.

• SANTA CLARA (Area Code 408)

Audio/Tek Inc., 2970 Scott Blvd. Zip: 95050. Tel: 244-1776. Pres. & Sales Mgr.: Robert W. Kratt.

Configuration: Cartridge & cassette.

Recording Specialties Inc., 2971 Corvin Dr. Zip: 95050. Tel: 739-7201. Pres.: Michael P. Papp.

(Continued on page TR-12)



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TAPE SERVICES

• Continued from page TR-11

Configuration: Cartridge, quadrasonic 8-tr. & cassette.

• **SAUGUS (Area Code 805)**

Keycor-Century Corp., 26000 Springbrook Rd. Zip: 91350. Los Angeles Tel: (213) 365-3991. Pres.: Dick Keycor, Gen. Mgr.: Bob Lyman; Sales Mgr.: Steve Owen. Configuration: Open reel.

• **SUNNYVALE (Area Code 408)**

G R T Corp., 1286 N. Lawrence Station Rd. Zip: 94086. Tel: 734-2910. Pres.: Bertil Nordin; VP & Gen. Mgr.: K.W. Sonner; VP Mktg.: Herbert B. Hershfield.

COLORADO

• **DENVER (Area Code 303)**

Audicom Corp., 995 S. Clermont St. Zip: 80222. Tel: 757-3377. Pres. & Gen. Mgr.: Jack H. Dunham; Chief Eng.: David C. Howard. Configuration: Cassette.

CONNECTICUT

• **MILFORD (Area Code 203)**

Interect Electronics Co., 321 New Haven Ave. Zip: 06460. Tel: 874-8038. Pres.: Mark Olenski; Gen. Mgr.: Chuck Williams; Sales Mgr.: Tom O'Loughlin. Configuration: Cartridge, cassette & open reel.

• **NORWALK (Area Code 203)**

Cook Labs. Inc., 375 Ely Ave. Zip: 06854. Tel:

838-3641. Pres.: Emory G. Cook; Sales Mgr.: Frank Stall. Configuration: Cassette.

• **STAMFORD (Area Code 203)**

P & P Studios Inc., 17 Viaduct Rd. Zip: 06907. Tel: 327-9204. Pres.: Victor E. Paric; Sales Mgr.: Terry L. Puffer. Configuration: Cassette.

• **WATERBURY (Area Code 203)**

Infodex Cassette Corp., 7 Cherry Ave. Zip: 06702. Tel: 757-9291. Pres.: Roger S. Swain; Gen. Mgr.: Eugene K. Stauffer; Sales Mgr.: John W. Berry. Branch: New York, N.Y. Configuration: Cartridge & cassette.

• **WOODBURGE (Area Code 203)**

Sound Concepts Inc., 30 Hazel Terr. Zip: 06525. Tel: 389-2536. Pres.: James E. Lush; VP & Gen. Mgr.: Jeffrey P. Hedquist. Configuration: Cassette & open reel.

DELAWARE

• **WILMINGTON (Area Code 302)**

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: Marjorie Leap. Configuration: All audio configurations. National Tape Dupl'rs; see Ken-Del Prod'ns Inc.

DISTRICT OF COLUMBIA

• **WASHINGTON (Area Code 202)**

Audio-Video Concepts Inc., 5408 Silver Hill Rd., Suite 501. Zip: 20028. Md. Tel: (301) 568-5836. Pres.: Edward P. Helvey; VP & Gen. Mgr.: John Caughman; Sales Mgr.: Dudley Carpenter. Configuration: Cassette & open reel.
Kinotech Ltd.—Audio-Visual Prod'ns, 1042 Wisconsin Ave. NW. Zip: 20007. Tel: 965-3392. Pres. & Sales Mgr.: Wolfgang Wawrzynowicz.

Configuration: Cassette & open reel.
Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE. Zip: 20002. Tel: 832-7885. Pres., Gen. & Sales Mgr.: Harold H. Lion. Configuration: Cassette & open reel.
Sounds Reasonable Inc., 2000 P St. NW. Zip: 20036. Tel: 833-1978. Pres.: Edmund S. Barnett Jr.; Gen. Mgr.: Margit Horn; Sales Mgr.: Richard Krusel. Configuration: Cassette.

FLORIDA

• **FORT LAUDERDALE (Area Code 305)**

Cassettes Inc., 2512 SW Third Ave. Zip: 33315. Tel: 522-0222. Pres., Gen. & Sales Mgr.: Ray Franklin. Configuration: Cartridge & cassette.
Leisure Group, 2200 NW 53 St. Zip: 33309. Tel: 735-9100/8080. Configuration: Cartridge & cassette.

• **JACKSONVILLE (Area Code 904)**

Foray Studios, 2826 Herschel St. Zip: 32205. Tel: 388-3803. Pres., Gen. & Sales Mgr.: R. Alan Campbell. Configuration: Cartridge, cassette & open reel.

Norm Vincent Sound Rec'g Studios Inc., 4551 Brown Ave. Zip: 32207. Tel: 396-2529. Pres. & Sales Mgr.: Norman F. Vincent; Gen. Mgr.: Tom Markham. Configuration: Cassette & open reel.

• **MIAMI METROPOLITAN AREA (Area Code 305)**

Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Arnold Adirim; Gen. Mgr.: Nadine H. Baker; Chief Eng.: Gene Sayet.

Criteria Rec'g Co. Inc., 1755 NE 149 St. Zip: 33161. Tel: 947-5611. Owner: M.L. Emerman; Gen. Mgr.: Edith L. Murphy. Configuration: Cassette.

South Eastern Recs. Mfg. Corp., 4380 NW 128 St., Opa Locka 33054. Tel: 685-6211. Pres.: Matthew San Martin; Gen. Mgr.: Joe Serra; Sales Mgr.: Rilde Leon. Configuration: Cartridge, quadrasonic 8-tr., cassette, open reel & video.
Tape Dupl'rs of Florida Inc., 785 W. 83 St., Hialeah 33014. Tel: 822-7585. Pres.: Aldo Vazquez Sr.; Gen. Mgr.: Carlos Garcia. Configuration: Cartridge & cassette.

• **ORLANDO AREA (Area Code 305)**

Christian Dupl'ns Inc., 101 Wymore Rd., Suite 103, Altamonte Springs 32701. Tel: 862-0166. Pres.: R.B. Turney; Gen. Mgr.: Marilyn Kubik.

Magnetix Corp., 770 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John Lory; Gen. Mgr.: Jim Baker; Sales Mgr.: Pete Loucks. Configuration: Cartridge, cassette & open reel.

GEORGIA

• **ATLANTA METROPOLITAN AREA (Area Code 404)**

Cartridge Control Corp., 2091 Faulkner Rd. NE. Zip: 30324. Tel: 633-4577. Pres.: R.D. Comstock; Gen. & Sales Mgr.: Bill Evans. Configuration: Cartridge & cassette.

Cassette House, 5968 New Peachtree Rd., Suite 102, Doraville 30340. Tel: 458-8649. Pres., Gen. & Sales Mgr.: George Disney. Configuration: Cartridge, cassette & open reel.

Doppler Ents. Inc., 417 Peachtree St. Zip: 30308. Tel: 873-6941. Gen. Mgr.: Pete Caldwell. Configuration: Cassette & open reel.

Project 70 Audio Servs., 1127 Spring St. NW. Zip: 30309. Tel: 874-5232. Gen. & Sales Mgr.: Jerry L. Connell. Configuration: Cassette & open reel.

Recordex Corp., 1300 Booth Ave. Zip: 30318. Tel: 351-7062. Pres.: Mort Miller; VP & Gen. Mgr.: Tom Allen. Configuration: Cassette.

• **FAIRMOUNT (Area Code 404)**

Cherokee Album Corp., PO Box 175. Zip: 30139. Tel: 382-2220. Pres.: John Carter; Sales Mgr.: Bobby Breazeale. Configuration: Cartridge, cassette & open reel.

ILLINOIS

• **CHICAGO METROPOLITAN AREA (Area Code 312)**

Ampex Music Div., 2201 Lunt Ave., Elk Grove Village 60007. Tel: 593-6000. VP & Gen. Mgr.: Tom Davis; Mktg. Mgr.: Julius Cohen; Ass't Mktg. Mgr.: Don Johnson. Branches: Los Angeles, Calif.; Hackensack, N.J. Configuration: Cartridge, cassette, open reel & video.

Boulevard Rec'g Studios Inc., 609 N. La Salle St. Zip: 60610. Tel: 944-2752. Pres. & Sales Mgr.: Hal Kaichuck; Gen. Mgr.: Eleanor Kaichuck. Configuration: Cassette & open reel.

Cassette Servs., PO Box 64, Elmwood Park 60635. Tel: 889-2044. Pres.: Nero Lebmets; Sales Mgr.: Bill Moore. Configuration: Cassette.

Chicago Stereo Mastering, 626 W. 26 St. Zip: 60616. Tel: (312) 326-3400.

Columbia Rec. Prod'ns, 630 N. McClurg Court. Zip: 60611. Tel: 944-6000. Midwest Sales Mgr.: Dick Hutter. (Sales office only) Configuration: Cartridge, quadrasonic 8-tr., cassette & open reel.

Custom Audio Inc., 110 S. River Rd., Des Plaines 60016. Tel: 298-6680. Pres.: Paul H. Lutgens; Gen. Mgr.: Michael Jaffee. Configuration: Cartridge & cassette.

International Rec'g Co., 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000. Pres.: Jerome V. Man; Gen. Mgr.: L. March; Sales Mgr.: Bill Beyer. Configuration: Cartridge, cassette & open reel.

Media Five, 712 Glenwood, Glenview 60026. Tel: 729-7180. Gen. Mgr.: William A. Little III. Home office: Kankakee, Ill., Imperial Int'l Learning Corp. Configuration: Cassette & open reel.

Programming Technologies Inc., 215 W. Chicago Ave. Zip: 60610. Tel: 787-2700. Gen. Mgr.: Stanley J. Roy. Configuration: Cassette.

Tono-Tapes Inc., 57 W. Grand Ave. Zip: 60610. Tel: 828-9357. VP & Gen. Mgr.: Charles A. Farmer; Sales Mgr.: Florence M. Thompson. Configuration: Cassette & open reel.

Universal Audio Inc., 4751 N. Olcott Ave. Zip:

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60656. Tel: 867-9200. Pres.: Tom Horton; Sales Mgr.: N.C. Bellows.
Configuration: Cassette & open reel.
 Universal Processors, 5 E. Huron St. Zip: 60611. Tel: 266-0909. Gen. Mgr.: Joseph Hassen; Sales Mgr.: Larry Shaffer.
Configuration: Cassette & open reel.

• **JACKSONVILLE (Area Code 217)**
 Capitol Inds., 1 Capitol Way. Zip: 62650. Tel: 243-3534.

• **KANKAKEE (Area Code 815)**
 Imperial Int'l Learning Corp., PO Box 548, Rt. 455. Zip: 60901. Tel: 933-7735. Pres.: Spencer A. Barnard; Sales Mgr.: George T. Searles; Chief Eng.: James E. Reising.
 Branch: Glenview (Chicago Metropolitan Area), Ill., Media Five.
Configuration: Cassette & open reel.

• **PEORIA (Area Code 309)**
 Recorded Sound Research, 1506 W. Barker. Zip: 61606. Tel: 674-2008. Pres.: Paul T. Jackson.
Configuration: Cassette.

INDIANA

• **INDIANAPOLIS (Area Code 317)**
 R C A Stereo 8 Mfg. Facility, 6550 E. 30 St. Zip: 46219. Tel: 635-9000.
Configuration: Cartridge, quadrasonic 8-tr. & cassette.

• **MICHIGAN CITY (Area Code 219)**
 Media Group, 4333 S. Ohio St. Zip: 46360. Tel: 879-8311. Pres.: W.J. Hynes; Sales Mgr.: Tony Carter; Mktg. Communications Mgr.: Jerry Weston.
Configuration: Cassette & open reel.

• **RICHMOND (Area Code 317)**
 Dubbings Electronics (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374. Tel: 962-9511. Pres.: M. Thaler; Sales Mgr.: J. Pastlove.
Configuration: Cartridge & cassette.
 Richmond Rec'g Corp., see Dubbings Electronics.

• **TERRE HAUTE (Area Code 812)**
 Columbia Rec. Prod'ns, 1400 N. Fruitridge Ave. Zip: 47805. Tel: 466-4231. Tape Plant Mgr.: Ed Sharton.
Configuration: Cartridge, quadrasonic 8-tr. cassette & open reel.

IOWA

• **CARLISLE (Area Code 515)**
 Kajac Rec. Corp., 155 First St. Zip: 50047. Tel: 989-0794. Pres.: Harold L. Luick; Gen. Mgr.: Thomas E. Reeves.
Configuration: Cartridge & cassette.

• **COUNCIL BLUFFS (Area Code 712)**
 Liberty/UA Tape Dupl'g Inc., 2101 S. 35 St. Zip: 51501. Tel: 328-8060. Gen. Mgr.: Marvin L. King; Eng. Dir.: Stan Nick.
Configuration: Cartridge, quadrasonic 8-tr. cassette & open reel.
 Moss Rec'g Serv., 708 W. Broadway. Zip: 51501. Tel: 322-4513. Owner: Terry L. Moss.

• **DES MOINES (Area Code 515)**
 Lariam Assocs. Inc., 515 28 St. Zip: 50312. Tel: 282-8306. Pres. & Gen. Mgr.: Larry A. McKeever.
Configuration: Cassette & open reel.

KANSAS

• **WICHITA (Area Code 316)**
 High Fidelity Rec'g, 1059 Porter. Zip: 67203. Tel: 262-6456.
Configuration: Cartridge, cassette & open reel.

KENTUCKY

• **LOUISVILLE (Area Code 502)**
 Allen-Martin Prod'ns Inc., 9701 Taylorsville Rd. Zip: 40299. Tel: 267-9658/5466. Pres.: Ray Allen; VP: Hardy Martin; Gen. Mgr.: David H. Snowden; Sales Mgrs.: Ray Allen, David Snowden.
Configuration: Cassette & open reel.

LOUISIANA

• **RUSTON (Area Code 318)**
 Americana Rec'g Studios, 707-709 W. California. Zip: 71270. Tel: 255-0287.
Configuration: Cartridge, cassette & open reel.

MASSACHUSETTS

• **BOSTON METROPOLITAN AREA (Area Code 617)**
 Continental Rec'gs Inc., 12 Irving Sq., Framingham 01701. Tel: 879-2430, 237-0568. Pres., Gen. & Sales Mgr.: L. Daniel Flynn.
Configuration: Cassette & open reel.
 Fleetwood Rec'g Co. Inc., 321 Revere St., Revere 02151. Tel: 289-8800. Pres.: Vincent P. Giarrusso; Gen. Mgr.: Raymond Samora; Sales Mgr.: Victor Mancini.
 Branch: New York, N.Y., Fleetwood Mktg. Group.
Configuration: Cartridge & cassette.

MICHIGAN

• **ANN ARBOR (Area Code 313)**
 Cartrette Inc., 3785 Varsity Dr. Zip: 48104. Tel: 973-0900. Pres.: Michael J. Sinko; Sales Mgr.: David B. Earley.
Configuration: Cartridge.

• **DETROIT METROPOLITAN AREA (Area Code 313)**
 Adell Int'l Inc., 43700 Adell Blvd., Novi 48050. Tel: 349-6300. Pres.: Robert Adell; Gen. Mgr.: Jerry Schotthoefor; Sales Mgr.: Neill Klein.
Configuration: Cartridge.
 D X M Sound Patterns, 38180 Grand River, Farmington 48024. Tel: 477-6444. Pres.: Dan Dallas.

Configuration: Cassette & open reel.
 Artie Field Prod'ns Inc., Tape Dupl'n Div., 33 Kenilworth. Zip: 48202. Tel: 872-7711. Gen. Mgr.: Thomas Aquino.
Configuration: Open reel.
 Magnetic Video Corp., 24380 Indoplex Circle, Farmington Hills 48024. Tel: 477-6066. Pres.: Andre A. Blay; Sales Mgr.: Cal Calamine.
Configuration: Cartridge, quadrasonic 8-tr. & cassette.
 Make-A-Tape Inc., PO Box 142, 33490 Groesbeck Hwy., Fraser 48026. Tel: 463-2592. Pres. &

Sales Mgr.: L. Allan Bazy; Gen. Mgr.: Michael Tattan.
Configuration: Cartridge & cassette.
 Pioneer Rec'g Studio Inc., 20014 James Couzens. Zip: 48235. Tel: 341-5868. Pres. & Gen. Mgr.: Gary A. Rubin.
Configuration: Cartridge, cassette & open reel.
 • **GRAND RAPIDS (Area Code 616)**
 Sound Assocs., 894 Fuller NE. Zip: 49505. Tel: 454-0228. Pres.: Bob Miller; Gen. Mgr.: John Rogers; Sales Mgr.: L.C. Miller.

Branch: Hudsonville, Mich., Friendship Prod'ns.
Configuration: Cassette & open reel.
 • **HUDSONVILLE (Area Code 616)**
 Friendship Prod'ns, 3546 Van Buren. Zip: 49426. Tel: 669-1273. Gen. Mgr.: Elsie Miller.
 Home office: Grand Rapids, Mich., Sound Assocs.
Configuration: Cassette & open reel.
 • **LIVONIA (Area Code 313)**
 Sicom Electronics Corp., 33026 Capitol. Zip:

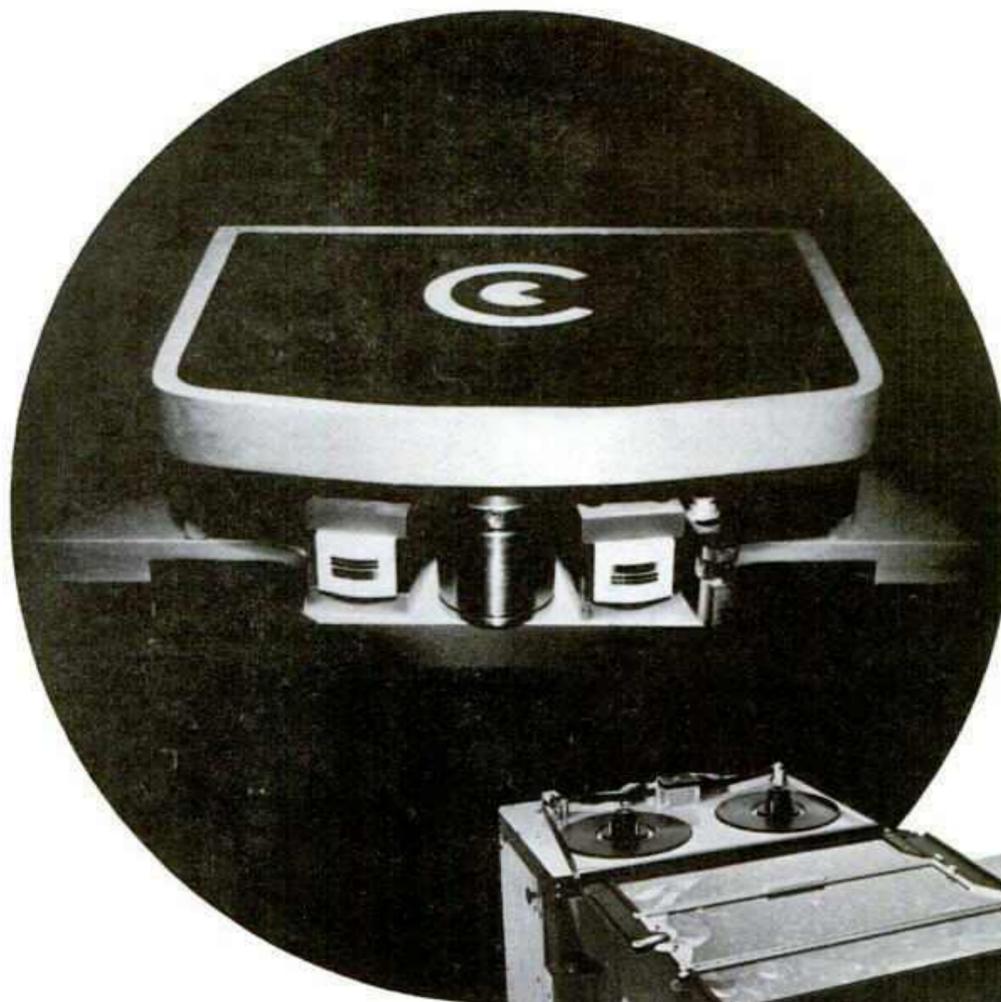
48150. Tel: 261-8650. Pres.: D.D. Merry; VP Sales: S.R. Wagler.
Configuration: Cartridge & cassette.
 • **MUSKEGON (Area Code 616)**
 Mid-America Music Corp., 5571 Apple Ave. Zip: 49444. Tel: 788-4760. Pres.: Jay Mihelich.
Configuration: Cartridge.
 • **WARREN (Area Code 313)**
 American Sound Corp., 3319 E. Ten Mile Rd. Zip: (Continued on page TR-14)

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Tape Services Directory

TAPE SERVICES

Continued from page TR-13

48091. Tel: 539-2900. Pres.: Frank S. Day. VP & Gen. Mgr.: Paul M. Hayes. Sales Mgr.: M. Day. Configuration: Cartridge & cassette.

MINNESOTA

MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

Audioteck Systems Inc., 711 W. Broadway, Minneapolis 55411. Tel: 521-7631. Pres. & Sales Mgr.: Dan R. Holmes. Gen. Mgr.: J. M. Miller. Configuration: Cassette & open reel.
 E M C Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg. Sales Mgr.: Richard T. Stevens. Branch: Los Angeles, Calif. Configuration: Cassette & open reel.
 Meta-Com Inc., 707 W. Broadway, Minneapolis 55411. Tel: 521-9202. Pres. & Sales Mgr.: James McCann. Configuration: Cartridge, cassette & open reel.

MISSOURI

INDEPENDENCE (Area Code 816)

Cavern Sound Corp., 16400 E. Truman Rd. Zip: 64050. Tel: 836-4000. Pres.: Gerald W. Riegler. Gen. Mgr.: John Pearson. Sales Mgr.: Bill Hargraves.

KANSAS CITY (Area Code 816)

Stage 3 Sound Prod's Inc., 12 E. 39 St. Zip: 64111. Tel: 531-1375. Pres.: Don Warnock. Configuration: Cassette & open reel.

ST. LOUIS (Area Code 314)

C M C Rec'g Studios Inc., 1283 Research Blvd. Zip: 63132. Tel: 997-5800. Pres.: P.J. Morris. Gen. Mgr.: Tom Zuzenak. Sales Mgr.: Claude Bruner. Configuration: Cartridge, cassette & open reel.

K B K Custom Recs., 1147 Villaview, Manchester 63011. Tel: 225-5661/3634. Pres.: Kent Kesterson. Gen. Mgr.: Jim Lake. Sales Mgr.: Marlyn Kesterson. Configuration: Cassette & open reel.

M U M Sound Studio, 319 N. Grand Blvd. Zip: 63103. Tel: 652-9993 x 2. Gen. Mgr.: Richard Brown.

Technosonic Studios Inc., 1201 S. Brentwood Blvd. Zip: 63117. Tel: 727-1055. Pres.: Charles E. Harrison. Gen. & Sales Mgr.: Edward H. Carter. Configuration: Cassette.

MONTANA

HELENA (Area Code 406)

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Owner & Pres.: Lester Liedle. Sales Mgr.: Sandy Liedle. Configuration: Cassette & open reel.

NEW JERSEY

CAMDEN (Area Code 609)

Recorded Publ's Labs. (div. of Recorded Publ's Mfg. Co. Inc.), 1136 State St. Zip: 08105. Tel: 963-3000. Philadelphia Tel: (215) 922-8558. Pres.: David H. Goodman. Gen. Mgr.: Edward J. Goodman. Sales Mgr.: Pat Landon. Branch: New York, N.Y. Configuration: Cartridge, cassette & open reel.

ENGLEWOOD (Area Code 201)

National Communication Arts Inc., 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Pres.: Alexander Magocsi Jr. Sales Mgr.: Joan Irving. Configuration: Cartridge, quadrasonic 8-tr., cassette & open reel.

Transworld Ents., see National Communication Arts Inc.

FAIRFIELD (Area Code 201)

Livingston Audio Prods. Corp., 1275 Bloomfield Ave. Zip: 07006. Tel: 575-8300. Pres.: Darrell D. Scholten. Gen. Mgr.: Carl Volpe. VP Sales: Thomas J. Hofbauer. Configuration: Cartridge & cassette.

HACKENSACK (Area Code 201)

Ampex Music Div., 75 Commerce Rd. Zip: 07601. Tel: 489-7400. (Sales office only) Home office: Chicago, Ill. Configuration: Cartridge, cassette, open reel & video.

NORTH BERGEN (Area Code 201)

Trutone Recs. Inc., 6411 Bergenwood Ave. Zip: 07047. Tel: 868-9332. Pres.: Louis Vatri. Gen. Mgr.: Carl Rowatt. Sales Mgr.: Adrienne Lyne. Configuration: Cartridge, cassette & open reel.

PENNSAUKEN (Area Code 609)

Cassette Servs. Inc., PO Box H. Zip: 08110. Tel: 665-3323. Pres.: W.F. Mulcahy. VP Mktg.: David R. Sykes. Configuration: Cartridge & cassette.

RIDGEFIELD PARK (Area Code 201)

American Tape Corp., 11 Teaneck Rd. Zip: 07860. Tel: 641-5202. Pres.: Donald H. Gabor. Gen. Mgr.: J.M. Grieco. Sales Mgr.: George Kurtz. Configuration: Cartridge, cassette & open reel.

ROCKAWAY (Area Code 201)

Project Eight Inc., 114 Beach St. Zip: 07866. Tel: 627-1700. Pres.: Gene Liposki. Exec. VP: Don MacClean. Configuration: Cartridge & cassette.

RUNNEMEDE (Area Code 609)

Qualitape Inc., 101 Broadway. Zip: 08078. Tel: 933-2500. Pres. & Sales Mgr.: Wayne E. Wilfong. Gen. Mgr.: Frank Tarsia. Configuration: Cartridge, cassette & open reel.

SCOTCH PLAINS (Area Code 201)

H M R Prod's Inc., 574 West Court. Zip: 07076. Tel: 889-1767. Pres.: Lillian M. Randel. Gen. & Sales Mgr.: Harry M. Randel. Configuration: Cassette.

WEST CALDWELL (Area Code 201)

National Tape Serv. Inc. (div. of RKO General Inc.), 3 Fairfield Crescent. Zip: 07006. Tel: 575-8484. Pres.: Hugh Wallace. Mfg. Mgr.: Pete Crowe. Sales Mgr.: Lee Gray. (Also see RKO Sound Studios, New York, N.Y.) Configuration: Cassette & open reel.

NEW MEXICO

ALBUQUERQUE (Area Code 505)

Audio Specialties Co., 3530-D Pan American Hwy. NE. Zip: 87107. Tel: 345-2121. Pres., Gen. & Sales Mgr.: John G. Ralston. Configuration: Cartridge & quadrasonic 8-tr. H I M Inc., PO Box 9113. Zip: 87119. 301 Indiana SE. Zip: 87108. Tel: 266-8484. Pres.: Herb Newman.

NEW YORK

FARMINGDALE, L.I. (Area Code 516)

Carrollway Tape Dupl'n Inc., 27 Heisser Court. Zip: 11746. Tel: 420-9444. Pres.: Frank J. Carroll. Gen. Mgr.: C. Garbarino. Sales Mgr.: George P. Scott. Configuration: Cartridge, cassette, open reel & quadrasonic open reel.

HAUPPAUGE, L.I. (Area Code 516)

Allison Audio Prods. Inc., 1290 Motor Pkwy. Zip: 11787. Tel: 234-2010. Pres.: Louis Ligator. VP: Abe Chayot. Gen. Mgr.: Rainer Zoply. Configuration: Cartridge & cassette.

HUNTINGTON STATION, L.I. (Area Code 516)

Shelley Prods. Ltd., 220 Broadway. Zip: 11746. Tel: 423-7090. Pres. & Gen. Mgr.: C.F. Galehouse. Sales Mgr.: Mack Wolfson. Configuration: Cassette.

NEW YORK METROPOLITAN AREA (Area Code 212)

Broadcasting Foundation of America, 52 Vanderbilt Ave. Zip: 10017. Tel: 684-2505. Pres.: Seymour N. Siegel. VP & Exec. Dir.: Howard L. Kany. Sales Mgr.: Catherine Probst. Configuration: Open reel.

Cassette Rec'g Corp., 41-34 27 St., Long Island City 11101. Tel: 937-3344. Pres.: Carl Lustig. Gen. Mgr.: Matt Polakoff. Sales Mgr.: John Moriarty. Configuration: Cartridge, cassette & video.

Columbia Rec. Prod'ns, 49 E. 52 St. Zip: 10022. Tel: 765-4321. VP: Tom Van Gessel. (Sales office only) Configuration: Cartridge, quadrasonic 8-tr., cassette & open reel.

Cue Rec'gs Inc., 1156 Ave. of the Americas. Zip: 10036. Tel: 757-3641. Pres.: Mel Kaiser. Gen. Mgr.: Bernard Rubinstein. Sales Mgr.: Louis Maltese.

Custom Sound Prod'ns, 119 Bank St. Zip: 10014. Tel: 691-8754. Pres. & Gen. Mgr.: R.S. Mintz. Sales Mgr.: Machele Barker. Configuration: Cassette & open reel.

Delta Rec'g Corp., 1564 Broadway. Zip: 10036. Tel: 757-6720. Pres.: Bernard Zimney. Gen. & Sales Mgr.: Joseph Garafalo.

Direct Rec'gs Inc., 18 E. 50 St. Zip: 10022. Tel: 759-7979. Pres. & Gen. Mgr.: Norman Levin. Fleetwood Mktg. Group, 120 E. 56 St. Zip: 10022. Tel: 688-7979. Sales Mgr.: Glen Wesen. Home office: Boston, Mass. Fleetwood Rec'g Co. Inc. Configuration: Cartridge & cassette.

Infodex Cassette Corp., 60 E. 42 St., Rm. 961. Zip: 10017. Tel: 986-2051. Mktg. Mgr.: John W. Berry. Reg'l Sales Mgr.: Albert R. Santoro. Home office: Waterbury, Conn. Configuration: Cartridge & cassette.

Mic-Tone Printing Corp., 1637 Utica Ave., Brooklyn 11234. Tel: 253-9696. Pres.: Jay Chernow. Gen. & Sales Mgr.: Richard Chernow. Configuration: Cartridge & cassette.

Mirex Tape Corp., 630 Ninth Ave. Zip: 10036. Tel: 757-5600. Pres.: Richard T. Favara. Gen. & Sales Mgr.: Al Seltzer. Configuration: Cartridge & cassette.

National Musitime Corp., 8 W. 40 St. Zip: 10018. Tel: 594-8460. Pres.: Boris Zlatich. VP: Joseph N. Zitz. Configuration: Cassette & open reel.

RCA Recs., 110 W. 44 St. Zip: 10036. Tel: 598-5900. (Sales office only)

R K O Sound Studios (div. of RKO General Inc.), 1440 Broadway. Zip: 10018. Tel: 764-6603. Gen. Mgr.: Hugh Wallace. Sales Mgr.: Lee Gray. (Sales office only—see National Tape Serv. Inc., West Caldwell, N.J.) Configuration: Cassette & open reel.

Recorded Publ's Labs. (div. of Recorded Publ's Mfg. Co. Inc.), 2 Pennsylvania Plaza, Suite 1500. Zip: 10001. Tel: 868-3115. Sales Mgr.: Robert Freifeld. Home office: Camden, N.J. Configuration: Cartridge, cassette & open reel.

Richmond Rec'g Corp., 75 Rockefeller Plaza. Zip: 10020. Tel: 489-6370. Pres.: H.W. Hainick. Gen. Mgr.: Phil Raifaizen. (Sales office only)

Simtek Communications Inc., 2061 Broadway. Zip: 10023. Tel: 595-7126. Pres.: D. Richard Kraus. Sales Mgr.: M. Rollini. Configuration: Cartridge, cassette & open reel.

Viewlex-A&B Dupl'rs, 635 W. 55 St. Zip: 10019. Tel: 586-2780. Pres.: Al Weintraub. Gen. Mgr.: Bill Nightingale. Configuration: Cartridge, quadrasonic 8-tr., cassette & open reel.

NORTH BELLMORE, L.I. (Area Code 516)

Telephone Dynamics Corp., 2473 Jerusalem Ave., Zip: 11710. Tel: 221-9870. Pres.: Leonard Young. Configuration: Cassette.

PORT CHESTER (Area Code 914)

Associated Audio Servs. Inc., 14 Willett Ave. Zip: 10573. Tel: 937-5129. Pres.: Robert L. Pirelli. VP & Gen. Mgr.: Allan C. Johnson. Configuration: Cartridge & cassette.

RYE (Area Code 914)

Preferred Sounds Inc., Nursery Ln. Zip: 10580. Tel: 967-7701. Pres.: Donald C. Fowle. Gen. Mgr.: John Lanni. Sales Mgr.: Edwin Lesson. Configuration: Cartridge, cassette & open reel.

UTICA (Area Code 315)

Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Michael Cristalli. Gen. & Sales Mgr.: Stanley Markowski. Configuration: Cartridge, cassette & open reel.

NORTH CAROLINA

CHARLOTTE (Area Code 704)

Arthur Smith Studios, PO Box 17551, 5457 Old Monroe Rd., Zip: 28211. Tel: 536-0424. Pres.: Arthur Smith. Bus. Mgr.: Vince Miller.

OHIO

CINCINNATI (Area Code 513)

Artist's Rec'g Co., 320 Mill St. Zip: 45215. Tel: 761-0011. Gen. Mgr.: Carrol Rawlings. Sales Mgr.: Dave Rolfe. Configuration: Cassette.

Audiocraft Rec'g Co., 915 W. Eighth St. Zip: 45203. Tel: 241-4304. Pres.: Earl T. Herzog. Gen. Mgr.: Earl T. Herzog Jr. Configuration: Cartridge, cassette & open reel.

Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Shad O'Shea. Gen. Mgr.: Howard Lovdal. Sales Mgr.: Ed Schmidt. Configuration: Cartridge 4-tr., cassette, open reel & quadrasonic.

Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt. Gen. Mgr.: Bob Bowery. Sales Mgr.: Sally Smith. Configuration: Cartridge & cassette.

CLEVELAND METROPOLITAN AREA (Area Code 216)

Alcon Rec'g Studios Inc., 4435 Mayfield Rd. Zip: 44121. Tel: 291-1616. Pres.: Robert J. Nowac. Gen. Mgr.: Alan M. Peabody. Sales Mgr.: Stuart G. Scott. Configuration: Cartridge, cassette & open reel.

Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres. & Gen. Mgr.: Thomas R. Boddie. Sales Mgr.: Dennis R. Boddie. Configuration: Open reel.

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COLUMBUS (Area Code 614)
Mus-I-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Pres.: Boyd P. Niederlander. Gen. Mgr.: John W. Hull. Configuration: Cartridge, cassette & open reel.

OKLAHOMA

OKLAHOMA CITY (Area Code 405)
Artco Rec. & Tapes Ltd., 2244 NW 39 St. Zip: 73112. Tel: 943-8437. Pres.: Charles B. Myers; Gen. Mgr.: Tom Hartman. Configuration: Cartridge.

PENNSYLVANIA

PHILADELPHIA METROPOLITAN AREA (Area Code 215)
Air-Tone Sound & Rec'g Co., 2330 Market St. Zip: 19103. Tel: 563-8388. Pres.: Eugene Hessel; Gen. & Sales Mgr.: James Craig. Configuration: Cartridge, cassette & open reel.
Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277. Pres.: Morris Ballen; VP: Larry Ballen. Configuration: Cartridge & cassette.

PITTSBURGH (Area Code 412)
W R S Rec'g Studio, 210 Semple St. Zip: 15213. Tel: 683-6300. Pres.: Jack Napor; Mktg. Mgr.: Martin Berger.

RADNOR (Area Code 215)
Audio Visual Communications Inc., PO Box 85. Zip: 19087. Tel: 825-1813. Pres.: J.L.C. Ulrich Jr.; Gen. Mgr.: John L. Butterworth; Sales Mgr.: John W. Ballantyne. Configuration: Cassette & open reel.

YORK (Area Code 717)
Dee-Bee Rec'g Serv., S. Camp St., Windsor 17366. Tel: 244-5411. Pres.: Stan Deppen Jr.; Gen. Mgr.: Pat Deppen; Sales Mgr.: Greg Utterback. Configuration: Cartridge, cassette & open reel.

TENNESSEE

FAYETTEVILLE (Area Code 615)
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Kim-Pat Ent., 301 S. Main. Zip: 37334. Tel: 433-1683. Pres.: Bill Trigg. Configuration: Cartridge 4-tr. & 8-tr. & open reel.

MEMPHIS (Area Code 901)
Plastic Prods. Co., 1746 Chelsea Ave. Zip: 38108. Tel: 276-7160. Pres.: R.E. Williams; Gen. Mgr.: Ed Roberson.

NASHVILLE (Area Code 615)
Columbia Rec. Prod'ns, 804 16 Ave. S. Zip: 37203. Tel: 259-2560. Account Exec.: Jerry Parkins. (Sales office only)
Globe Rec'g Studio Inc., 1313 Dickerson Rd. Zip: 37207. Tel: 226-0811. Pres.: Jim Maxwell. Configuration: Cassette & open reel.
R C A Recs., 806 17 Ave. S. Zip: 37203. Tel: 244-9880. (Sales office only)

TEXAS

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P S G Rec'g Studio, 4322A N. Lamar Blvd. Zip: 78756. Tel: 454-5653. Pres., Gen. & Sales Mgr.: Pedro S. Gutierrez. Configuration: Cartridge, cassette & open reel.

HOUSTON (Area Code 713)
Sarand Corp., 3700 Buffalo Speedway, Suite 802, Zip: 77005. Tel: 664-2871. Pres.: Robb C. Beyer. Configuration: Cassette.

SAN ANTONIO (Area Code 512)
Universal Sound City, 735 N. General McMullen Dr. Zip: 78228. Tel: 434-7006. Pres. & Gen. Mgr.: Abe Epstein.

WACO (Area Code 817)
S M I Electronics Inc., 920 N. Valley Mills. Zip: 76710. Tel: 776-1230. Pres.: Curt Adams; Sales Mgr.: Charlie Coffee. Configuration: Cartridge, cassette & open reel.

UTAH

PROVO (Area Code 801)
Sound Concepts Studio (div. of Listener's Digest Servs. Inc.), PO Box 299, 108 W. Center St. Zip: 84601. Tel: 373-3456. Pres.: Kaye L. Jensen; Gen. Mgr.: Ronald P. Jeppesen; Sales Mgr.: Larry Payne. Configuration: Cassette.

SALT LAKE CITY (Area Code 801)
Bonneville Int'l Corp., 136 E. South Temple, Suite 2000. Zip: 84111. Tel: 524-2558. Pres.: Arch L. Madsen; Exec. VP: Joseph A. Kjar. Branch: Bonneville Program Servs., 163 Social Hall Ave. Zip: 84111. Tel: 524-2621. Gen. Mgr.: Dick Alsop; Sales Mgr. & Prod'n Dir.: Dave Michelsen. Configuration: Cartridge, cassette & open reel.

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Tarrac Custom Rec'gs, 638 Muskogee Ave. Zip: 23509. Tel: 853-2304. Pres., Gen. & Sales Mgr.: Ronald C. Wagener. Configuration: Cassette.

RESTON (Area Code 703)
National Trend-Int Corp., 1860 Michael Faraday Dr. Zip: 22070. Tel: 437-7183. Pres.: John L. Humphreys. Configuration: Open reel.

RICHMOND (Area Code 804)
Sound Stages, 2116 Spencer Rd. Zip: 23230. Tel: 285-8275. Configuration: Cassette & open reel.

WINCHESTER (Area Code 703)
Capitol Inds., Kernstown Rt. 652, Shawnee Dr. Zip: 22601.

WASHINGTON

OLYMPIA (Area Code 206)
Apollo Ent's. Inc., 1915 N. Quince. Zip: 98508. Tel: 352-9097. Pres.: Allen P. Giles; Gen. Mgr.: George S. Barnes.

WISCONSIN

MILWAUKEE (Area Code 414)
Dave Kennedy Rec'g Studios, 231 W. Wisconsin Ave. Zip: 53203. Tel: 273-5720. Pres.: Dave Kennedy; Gen. Mgr.: Larry Drydyk. Configuration: Cassette & open reel.

SAUK CITY (Area Code 608)
American Music Corp., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Gen. Mgr.: Steve Hamre; Sales Mgr.: Marie Neeley. Configuration: Open reel.

DUPLICATOR/MARKETERS

Advent Corp., 195 Albany St., Cambridge, Mass. 02139. Tel: (617) 661-9500. Pres. & Gen. Mgr.: H.E. Kloss; Prod. Mgr.: Andrew G. Petite; Sales Mgr.: Frank Reed. Cassette: Advent, Connoisseur Society, None-such.
Ampex Music Div., 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 593-6000. VP & Gen. Mgr.: Tom Davis; Mktg. Mgr.:

Julius Cohen; Ass'l Mktg. Mgr.: Don Johnson. Sales offices: Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000—Hackensack, N.J., 75 Commerce Rd. Zip: 07601. Tel: (201) 489-7400—Dallas, Tex., 1615 Prudential Dr. Zip: 75235. Tel: (214) 637-5100.

Artco Rec. & Tapes Ltd., 2244 NW 39 St., Oklahoma City, Okla. 73112. Tel: (405) 943-8437. Pres.: Charles B. Myers; Gen. Mgr.: Tom Hartman.

Cartridge: Artco, Cambridge, Kark, Tomco. Broadcasting Foundation of America, 52 Vanderbilt Ave., New York, N.Y. 10017. Tel: (212) 684-2505. Pres.: Seymour N. Siegel; VP & Exec. Dir.: Howard L. Kany; Sales Mgr.: Catherine Probat.

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Branches: Los Angeles, Calif., Cayre Inds. of California Inc., 2712 W. Pico Blvd. Zip: 90006. Tel: (213) 737-0197. Mgr.: Joe Ramirez—Denver, Colo., Cayre Dists. of Colorado Inc., 5301 E. 38 Ave. Zip: 80207. Tel: (303) 388-1651. Mgr.: Ali Noboachauvin—Hialeah Gardens, Fla., Cayre Dists. of Florida Inc., 10002 NW 80 Ave. Zip: 33015. Tel: (305) 822-6967. Mgr.: Jesus Godoy—Chicago, Ill., Cayre Dists. of Chicago Inc., 3905 W. 26 St. Zip: 60623. Tel: (312) 521-1801. Mgr.: Gustavo Silva—San Antonio, Tex., Cayre Dists. of Texas Inc., 722 San Pedro. Zip: 78212. Tel: (512) 222-0106. Mgr.: Charles McDonald.

Labels: Arcano, Audio Latino, Caliente, Carrino, Caytronics, Mericana, Normex, Pronto. Dubbing Electronics (div. of Richmond Rec'g Corp.), 1600 Rich Rd., Richmond, Ind. 47374. Tel: (317) 962-9511. Pres.: M. Thaler; Sales Mgr.: J. Pastolove. Sales office: New York, N.Y., Richmond Rec'g Corp., 75 Rockefeller Plaza. Zip:

10020. Tel: (212) 489-6370. Pres.: H.W. Hainick; Gen. Mgr.: Phil Raifaizen. Cartridge & cassette: Berkshire Ethnic Tapes Inc., 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 757-9880. Pres.: Morris Levy; Sales Mgr.: Joe Kolsky. Cartridge: Alegre, Mardi Gras, Tico. Cassette: Alegre, Tico. G R T Corp., 1286 N. Lawrence Station Rd., Sunny-

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(Continued on page TR-34)

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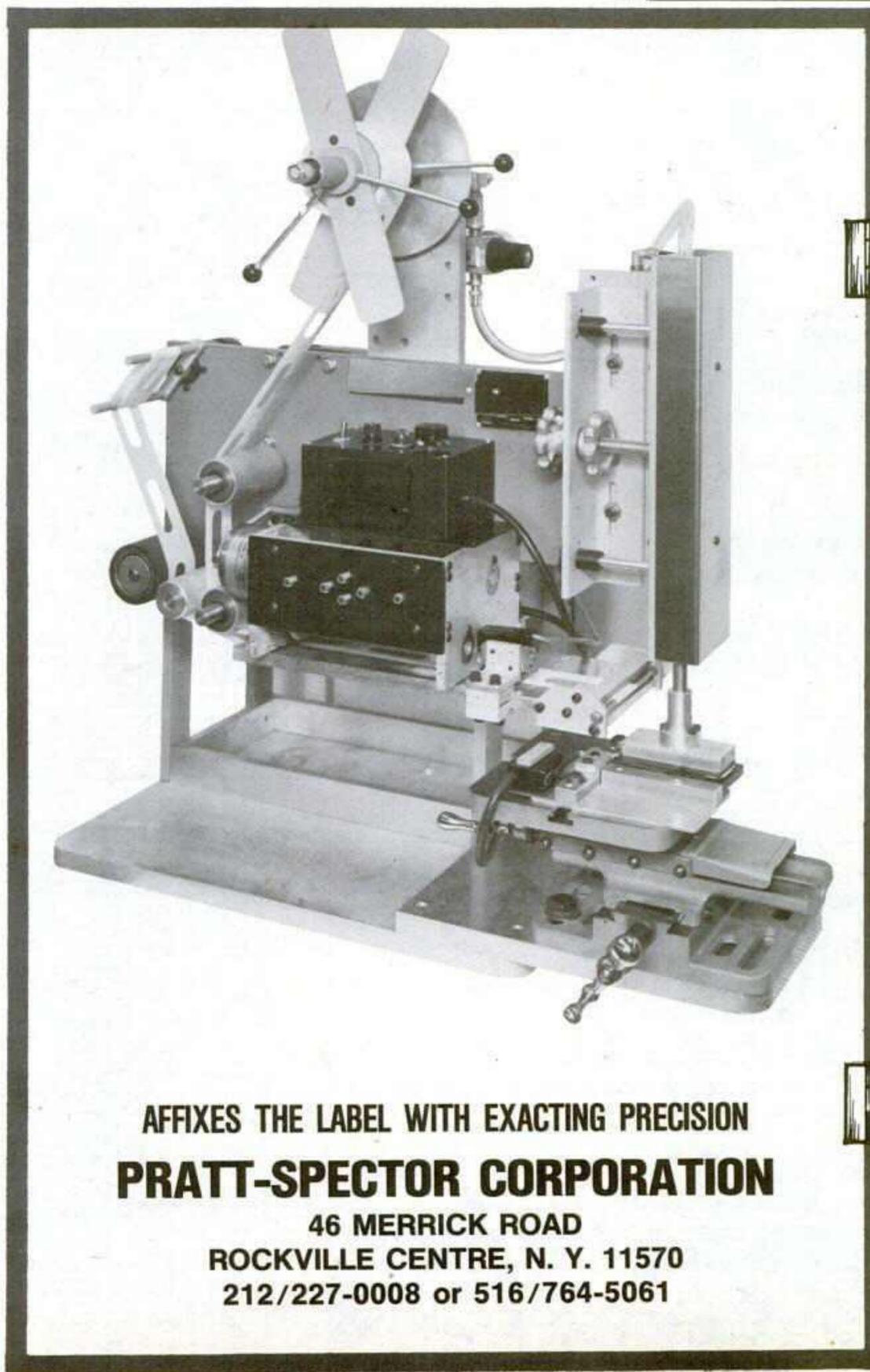
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Athenia Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 471-8044. Pres. & Sales Mgr.: Charles Beres Jr.
Configuration: Cassette.
Audio Devices Inc. (a Capitol Inds.—EMI Co.), 100 Research Dr., Glenbrook, Conn. 06906. Tel: (203) 327-6500. Pres.: A.P. Cunha; VP Mktg.: W. Dawson; Group Prod. Mgr.: J. Ricci.
Configuration: Cartridge.
Brand name: Audiopak.
Audio Dynamic Ents., 1281 Logan, Costa Mesa, Calif. 92626. Tel: (714) 549-2271. Pres.: Gene Edwards; Gen. & Sales Mgr.: Frank Andres.
Brand name: ADE.
Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90248. Tel: (213) 532-2950. Chm. & Chief Exec.: Jack Kane; Pres.: George Johnson; VP: Jim Lantz; Corporate Affairs Dir.: Bruce Weber.
Branch: New York, N.Y., 2 Pennsylvania Plaza. Zip: 10001. Tel: (212) 594-9400. Sales Mgr.: Stu Schlossberg.
Configuration: Cartridge, cassette & open reel.
Audiopak, see Audio Devices Inc.
Audio Specialties Co., 3530-D Pan American Fwy. NE, Albuquerque, N.M. 87107. Tel: (505) 345-2121. Pres., Gen. & Sales Mgr.: John G. Ralston.
Configuration: Cartridge & quadrasonic 8-tr.
Becht Electronics Corp., 3087 N. California St., Burbank, Calif. 91504. Tel: (213) 846-5826. Pres.: Andrew B. Becht; Gen. & Sales Mgr.: Balazs Becht.
Configuration: Cartridge.
Brand name: Bechtron.
Bechtron, see Becht Electronics Corp.
Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, N.Y. 11572. Tel: (516) 764-3792. Pres.: Ruth Schwartz; Gen. & Sales Mgr.: Rudy Schwartz.
Configuration: Cartridge, cassette & open reel.
Brand name: Shannon, Recco, Burlington.
C.I./Supercart, see Cartridge Inds. Corp.
Cadet Recs. Inc./Custom Rec. Mfg., 5810 S. Normandie, Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari; Gen. Mgr.: James Takeda; Sales Mgr.: Robert Herrington; Magnetic & Dupl'g Div. Mgr.: Donald Macmillan.
Configuration: Cartridge.
Brand name: Custom Pak.
Cartette Inc., 3785 Varsity Dr., Ann Arbor, Mich. 48104. Tel: (313) 973-0900. Pres.: Michael J. Sinko; Sales Mgr.: David B. Earley.
Configuration: Cartridge.
Cartridge Inds. Corp., PO Box 186, Excelsior Springs, Mo. 64024. Tel: (816) 637-2186. Pres.: Terry D. Vogler; Sales Mgr.: John E. Conyers.
Configuration: Cartridge.
Brand name: CI/Supercart.
Century Cassette Corp., 9301 Wilshire Blvd., Beverly Hills, Calif. 90210. Tel: (213) 274-8943. Pres. & Gen. Mgr.: Peter H. Stanton; VP Mktg.: Paula Nelson.
Configuration: Cassette.
Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 633-4280. Pres.: Ed Gamson; Gen. Mgr.: Ray Allen; Sales Mgr.: Hal Wilde.
Configuration: Cartridge & cassette.
Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Sales Mgr.: Ted Cohen.
Branch: Los Angeles, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 466-2481. Sales Mgr.: Bob Morrison.
Custom Pak, see Cadet Recs. Inc./Custom Rec. Mfg.
D A K Inds. Inc., 10845 Vanowen, North Hollywood, Calif. 91605. Tel: (213) 984-1559. Pres. & Sales Mgr.: Drew Alan Kaplan; Gen. Mgr.: Turman Rushton.
Configuration: Cassette.
D S C Inc., 2 Dogwood Dr., Danbury, Conn. 06810. Tel: (203) 744-7299, 748-3231. Pres. & Gen. Mgr.: Herman J. Muller; Sales Mgr.: Bruce Gross.
Configuration: Cassette.

Dalsung Ind'l Corp., 1182 Broadway, New York, N.Y. 10001. Tel: (212) 685-5608. Gen. Mgr.: Hongsoon Chun.
Configuration: Cassette.
Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Sales Mgr.: Larry Hockemeyer.
Configuration: Cartridge & cassette.
Data Technology Corp., 1600 Las Plumas Ave., San Jose, Calif. 95133. Tel: (408) 272-0300. Pres.: James S. Rice; Gen. Mgr.: Raymond E. Valle; Sales Mgr.: Bill Patsuris.
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Dubbings Electronics (div. of Richmond Rec'g Corp.), 1600 Rich Rd., Richmond, Ind. 47374. Tel: (317) 962-9511. Pres.: M. Thaler; Sales Mgr.: J. Pastolove.
Sales office: New York, N.Y., Richmond Rec'g Corp., 75 Rockefeller Plaza. Zip: 10020. Tel: (212) 489-6370. Pres.: H.W. Hainick; Gen. Mgr.: Phil Raftaizen.
Configuration: Cassette.
Brand name: Plastic-Ware.
Dyna-Day Plastics Inc., 1451 E. Nine Mile Rd., Hazel Park, Mich. 48030. Tel: (313) 399-4880. Pres.: Frank S. Day; Gen. Mgr.: Paul M. Hayes.
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Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y. 11803. Tel: (516) 293-5582. Pres.: Sol Zigman; Gen. Mgr.: Hy Zigman; Sales Mgr.: George Krug.
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Configuration: Cartridge & cassette.
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Configuration: Cassette.
Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07008. Tel: (201) 575-8300. Pres.: Darrell D. Scholten; Gen. Mgr.: Carl Volpe; VP Sales: Thomas J. Hofbauer.
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Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) 871-4100. Pres.: Michael M. Sormma; VP Tape Div.: W.P. Nobile.
Configuration: Cartridge.
Molded Ind'l Plastics Inc., 131-37 Sanford Ave., Flushing, N.Y. 11355. Tel: (212) 463-5509. Pres., Gen. & Sales Mgr.: Israel Allen.
Monarch Electronics Inc., 76 Ainslie St., Brooklyn, N.Y. 11211. Tel: (212) 387-0240. Pres., Gen. & Sales Mgr.: William H. Blank.
National Communication Arts Inc., 24 W. Sheffield Ave., Englewood, N.J. 07631. Tel: (201) 871-3000. Pres.: Alexander Magocsi Jr.; Sales Mgr.: Joan Irving.
Configuration: Cartridge & cassette.
Plastic Reel Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072. Tel: (201) 933-9125. Pres.: Allan Braverman; Sales Mgr.: Dan Sherman.
Configuration: Open reel.
Plastic-Ware, see Dubbings Electronics.
R C A Electronic Components, 415 S. Fifth St., Harrison, N.J. 07029. Tel: (201) 485-3900. Exec. VP: J. B. Fares; Sales Mgr.: M.S. Lewis.
Recco, see Burlington Audio Tapes Inc.
Redding Radio (div. of SJ Inds. Inc.), PO Box 344, Fairfield, Conn. 06430. Gen. Mgr.: Jeffrey N. Tellis; Sales Mgr.: Sascha Deale; Opn's Eng.: R.F. Bourne.
Configuration: 4-tr. broadcast cartridge.
Rite Rec. Prod'ns Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215. Tel: (513) 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Bob Bowery; Sales Mgr.: Sally Smith.
Configuration: Cartridge & open reel.
Sentry Inds. Inc., 221 N. MacQuessen Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 664-2909. Pres.: Harold Rosen; Gen. Mgr.: Barry Rosen; Sales Mgr.: Barry Lane.
Shannon, see Burlington Audio Tapes Inc.
Shape Symmetry & Sun, Biddleford Ind'l Park, Biddleford, Me. 04005. Tel: (207) 282-6155. Pres. & Sales Mgr.: Anthony Gelardi; VP: Paul Gelardi.
Configuration: Cartridge & cassette.
Sicom Electronics Corp., 33026 Capitol, Livonia, Mich. 48150. Tel: (313) 261-8650. Pres.: D.D. Merry; VP Sales: S.R. Wagler.
Configuration: Cartridge.
Simpac Int'l Inc., 369 San Miguel Dr., Suite 365, Newport Beach, Calif. 92660. Tel: (714) 644-6857. Pres.: George A. Martinez; Gen. Mgr.: Artyv T. Tisdall; Sales Mgr.: Paul Burns.
Simatek Communications Inc., 2061 Broadway, New York, N.Y. 10023. Tel: (212) 595-7126. Pres.: D. Richard Kraus; Sales Mgr.: M. Rollini.
Configuration: Cartridge & cassette.
Brand name: Dynatrack Eight Mark III (cartridge), Dynatrack (cassette).
Tapemaker Sales Co. Inc., 2255 Broadway, New York, N.Y. 10024. Tel: (212) 874-0800.
Tape Servs. Inc., 7015 Westfield Ave., Pennsauken, N.J. 08110. Tel: (609) 665-3323. Pres.: William F. Mulcahy; Nat'l Sales Mgr.: David R. Sykes.
Configuration: Cartridge.
Brand name: M/E.
Tape-Tronics Inc., 750 E. Mandolins, Madison Heights, Mich. 48071. Tel: (313) 588-8281.

Pres.: Burt Mahler; Gen. Mgr.: Al Hart.
Configuration: Cartridge & cassette.
TelePro Inds. Inc., 3 Olney Ave., Cherry Hill, N.J. 08002. Tel: (609) 424-1234. Pres.: Dennis W. Boardman; Sales Mgr.: R. W. Cappello.
Brand name: Fidelipac.
Telax Communications Inc., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman; VP Mktg.: James Arrington; Mktg. Dir.: Peter Schwarz; Jim Dow, Sid Kitzell; Adv. Mgr.: Terry Longville.
Configuration: NAB-type cartridge for broadcast applications.
Toyota, see Electronic Homes Co.
Transworld Ents., see National Communication Arts Inc.
U-matic, see Data Technology Corp.
U T C, see Universal Tape Corp. Inc.
Unitape Corp., 1905 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 645-3025. Pres.: Morris Cabasso; Gen. Mgr.: Ronald Colonna; Sales Mgr.: Jack Cabasso.
Configuration: Cassette.
Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.
Configuration: Cartridge, cassette, open reel & video.
Brand name: Universal, UTC, A/V Paragon, private labels.

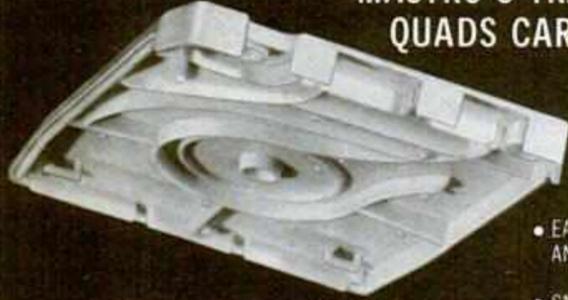
PARTS, CARTRIDGE & CASSETTE, MANUFACTURERS

Adell Int'l Inc., 43700 Adell Blvd., Novi, Mich. 48050. Tel: (313) 349-6300.
Chief product: All parts.
Alco Research & Eng'g Inc., 6201 Santa Monica Blvd., Los Angeles, Calif. 90038. Tel: (213) 466-1101. Pres.: Lester A. Cottrell; Gen. Mgr.: Al Levine; Sales Mgr.: Jim Stevenson, Wayne Karson.
George Alexander Group Inc., 36-25 Prince St., Flushing, N.Y. 11354. Tel: (212) 886-5600. Pres.: Kevoork K. Devejian.
Chief product: Cartridge & cassette boxes.
Athenia Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 471-8044. Pres. & Sales Mgr.: Charles Beres Jr.
Chief product: All cassette parts.
Audio Devices Inc. (a Capitol Inds.—EMI Co.), 100 Research Dr., Glenbrook, Conn. 06906. Tel: (203) 327-6500. Pres.: A.P. Cunha; VP Mktg.: W. Dawson; Group Prod. Mgr.: J. Ricci.
Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90248. Tel: (213) 532-2950. Chm. & Chief Exec.: Jack Kane; Pres.: George Johnson; VP: Jim Lantz; Corporate Affairs Dir.: Bruce Weber.
Branch: New York, N.Y., 2 Pennsylvania Plaza. Zip: 10001. Tel: (212) 594-9400. Sales Mgr.: Stu Schlossberg.
Chief product: All parts for cartridges & cassettes.
Audio Visual Communications Inc., PO Box 85, Radnor, Pa. 19087. Tel: (215) 825-1813. Pres.: J.L.C. Ulrich Jr.; Gen. Mgr.: John L. Butterworth; Sales Mgr.: John W. Ballantyne.
Configuration: Cartridge.
Avsco Inc., Hwy. 89 & Corum Rd., Excelsior Springs, Mo. 64024. Tel: (816) 637-2114, 781-6050. Pres. & Gen. Mgr.: Ralph L. Haberstock; Sales Mgr.: Robert F. Adams.
Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, N.Y. 11572. Tel: (516) 764-3792. Pres.: Ruth Schwartz; Gen. & Sales Mgr.: Rudy Schwartz.
Chief product: Reels & hubs.
Cadet Recs. Inc./Custom Rec. Mfg., 5810 S. Normandie, Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari; Gen. Mgr.: James Takeda; Sales Mgr.: Robert Herrington; Magnetic & Dupl'g Div. Mgr.: Donald Macmillan.
Configuration: Cartridge.
Cartridge Inds. Corp., PO Box 186, Excelsior Springs, Mo. 64024. Tel: (816) 637-2186. Pres.: Terry D. Vogler; Sales Mgr.: John E. Conyers.
Chief product: Cartridges.
Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605. Pres. & Gen. Mgr.: Leonard Ripley.
Chief product: 5-screw cassette tops & bottoms.
Celanese Plastics Co., 550 Broad St., Newark, N.J. 07102. Tel: (201) 877-2300. Pres.: Robert C. Schroeder.
Branch: Greer, S.C., Celanese Plastics Co., Celanar Div., PO Box 828, Hood Rd. Zip: 29651. Tel: (803) 877-8471. Gen. Mgr.: J.J. Sweeney; Sales Mgr.: John H. Sten; Mktg. Mgr.: N.R. Hammer.
Chief product: Platforms, hubs, reels, pinch rollers, cassettes, celcon acetal copolymer resin for reels.
Centrex Corp., 750 Western, Findlay, Ohio 45840. Tel: (419) 423-1213.
Chief product: Plastic cassette parts.
Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Sales Mgr.: Ted Cohen.
Branch: Los Angeles, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 466-2481. Sales Mgr.: Bob Morrison.
D A K Inds. Inc., 10845 Vanowen, North Hollywood, Calif. 91605. Tel: (213) 984-1559. Pres. & Sales Mgr.: Drew Alan Kaplan; Gen. Mgr.: Turman Rushton.
Chief product: Cassette parts.
Direct Rec'gs Inc., 18 E. 50 St., New York, N.Y. 10022. Tel: (212) 759-7979. Pres. & Gen. Mgr.: Norman Levin.
Dixon Corp., Metacom Ave., Bristol, R.I. 02809. Tel: (401) 253-2000. Pres.: Bert Katzean; Sales Mgr.: John McCurdy.
Chief product: Audio & video cassette shims, foils, rollers; audio & video cartridge top rings & thrust washers.
Dow Corning Corp., S. Saginaw Rd., Midland, Mich. 48840. Tel: (517) 636-8000.
Chief product: Silicone rubber raw material for cartridge 8-tr. pinch rollers.
Dubbings Electronics (div. of Richmond Rec'g Corp.), 1600 Rich Rd., Richmond, Ind. 47374. Tel: (317) 962-9511. Pres.: M. Thaler; Sales Mgr.: J. Pastolove.
Sales office: New York, N.Y., Richmond Rec'g Corp., 75 Rockefeller Plaza. Zip: 10020. Tel: (212) 489-6370. Pres.: H.W. Hainick; Gen. Mgr.: Phil Raftaizen.

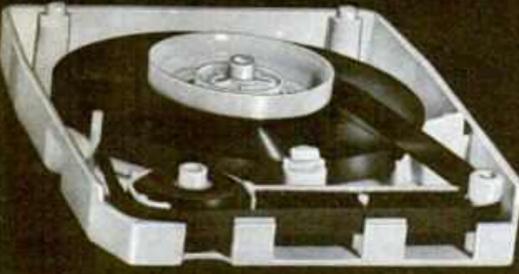
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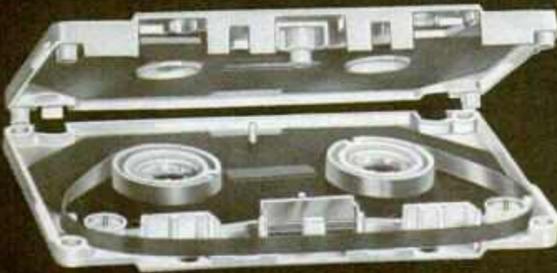
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TAPE SUPPLIES

Continued from page TR-17

Audio Dynamic Ent's., 1281 Logan, Costa Mesa, Calif. 92626. Tel: (714) 549-2271. Pres.: Gene Edwards. Gen. & Sales Mgr.: Frank Andres. (Raw only)

Configuration: Cartridge, cassette & open reel.
Brand name: ADE

Audiodyne Co., PO Box 825, San Jose, Calif. 95106. Tel: (408) 287-3520. Pres.: Louis R. Chiaramonte. (Blank only)

Configuration: Cartridge 4-tr. & 8-tr. & cassette

Audiolux, see Cook Consultants Inc.
Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90248. Tel: (213) 532-2950. Chm. & Chief Exec.: Jack Kane. Pres.: George Johnson. VP: Jim Lantz. Corporate Affairs Dir.: Bruce Weber.

Branch: New York, N.Y., 2 Pennsylvania Plaza. Zip: 10001. Tel: (212) 594-9400. Sales Mgr.: Stu Schlossberg.

Configuration: Blank—cartridge, cassette, open reel & video.

Brand name: Raw & blank—Audio Magnetics, Tracs.

Audio Sonic Corp., 807 Memorial Dr., Asbury Park, N.J. 07712. Tel: (201) 988-7771. Pres.: Ike Cabasso. Gen. Mgr.: Ralph Kraiem. Sales Mgr.: Michael Haddad. (Blank only)

Configuration: Cartridge, cassette & open reel.

Brand name: Amertape. Stereo Sound

Audiotape, see Audio Devices Inc.
Audio-Video Concepts Inc., 5408 Silver Hill Rd., Suite 501, Washington, D.C. 20028. Tel: (301) 568-5836. Pres.: Edward P. Helvey. VP & Gen. Mgr.: John Caughman. Sales Mgr.: Dudley Carpenter. (Blank only)

Brand name: AVCon

Audio Visual Communications Inc., PO Box 85, Radnor, Pa. 19087. Tel: (215) 825-1813. Pres.: J. L. C. Ulrich Jr. Gen. Mgr.: John L. Butterworth. Sales Mgr.: John W. Ballantyne. (Blank only)

Configuration: Cassette & endless loop cartridge

AudioVox Corp., 150 Marcus Blvd., Hauppauge, N.Y. 11787. Tel: (516) 231-7750. Pres.: John J. Shalam. Gen. Mgr.: Martin Novick. (Blank only)

Configuration: Cartridge & cassette.

Brand name: Dynasound.

AVCon, see Audio-Video Concepts Inc.
B A S F Systems Inc., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: Dr. Werner K. Balz. Mktg. & Sales Dir.: Thomas J. Dempsey. Sales Mgr.: Gerard H. Berberian. Adv. & Promo. Mgr.: Murray D. Kremer.

Branches: Los Angeles, Calif., 2140 W. Olympic Blvd., Suite 440. Zip: 90006. Tel: (213) 386-7023. Reg'l Mgr.: James S. Walker. Melrose Park, Ill., 1800 N. 30 Ave. Zip: 60160. Tel: (312) 343-6618. Reg'l Mgr.: Edward L. Hefron—Clifton, N.J., 460 Colfax Ave. Zip: 07013. Tel: (201) 473-8424. Reg'l Mgr.: Marvin V. Soloff—Dallas, Tex., 2520 Electronic Ln., Suite 801. Zip: 75220. Tel: (214) 358-1494. Reg'l Mgr.: Gary R. Raasch.

Configuration: Raw—cassette & video; blank—cartridge, cassette, open reel & video.

Becht Electronics Corp., 3087 N. California St., Burbank, Calif. 91504. Tel: (213) 846-5826. Pres.: Andrew B. Becht. Gen. & Sales Mgr.: Balazs Becht. (Blank only)

Configuration: Cartridge.

Brand name: Exacmex.

Brand Five, see Robins Inds. Corp.
Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, N.Y. 11572. Tel: (516) 764-3792. Pres.: Ruth Schwartz. Gen. & Sales Mgr.: Rudy Schwartz.

Configuration: Raw—cassette, open reel & lube tape; blank—cartridge & cassette.

C B R, see Magnetic Tape Eng'g Corp.
Cadet Recs. Inc./Custom Rec. Mfg., 5810 S. Normandie, Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihan. Gen. Mgr.: James Takeda. Sales Mgr.: Robert Herrington. Magnetic & Dupl'g Div. Mgr.: Donald Macmillan. (Blank only)

Configuration: Cartridge.

Cartrette Inc., 3875 Varsity Dr., Ann Arbor, Mich. 48104. Tel: (313) 973-0900. Pres.: Michael J. Sinko. Sales Mgr.: David B. Earley. (Blank only)

Configuration: Cartridge.

Cassette House, 5968 New Peachtree Rd., Suite 102, Doraville, Ga. 30340. Tel: (404) 458-8649. Pres., Gen. & Sales Mgr.: George Disney. (Blank only)

Configuration: Cartridge & cassette.

Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605. Pres. & Gen. Mgr.: Leonard Ripley. (Blank only)

Configuration: Cassette.

Celanese Plastics Co., 550 Broad St., Newark, N.J. 07102. Tel: (201) 877-2300. Pres.: Robert C. Schroeder.

Branch: Greer, S.C., Celanese Plastics Co., Celanar Div., PO Box 828, Hood Rd. Zip: 29651. Tel: (803) 877-8471. Gen. Mgr.: J. J. Sweeney. Sales Mgr.: John H. Sten. Mktg. Mgr.: N.R. Hammer.

Product: Celanar polyester film tape base.

Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 633-4280. Pres.: Ed Gamson. Gen. Mgr.: Ray Allen. Sales Mgr.: Hal Wilde. (Blank & raw)

Configuration: Blank—cartridge & cassette.

Cherokee Album Corp., PO Box 175, Fairmount, Ga. 30139. Tel: (404) 382-2220. Pres.: John Carter. Sales Mgr.: Bobby Breazeale. (Blank only)

Configuration: Cartridge, cassette & open reel.

Brand name: Regency.

Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 785-4321. Sales Mgr.: Ted Cohen.

Branch: Los Angeles, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 466-2481. Sales Mgr.: Bob Morrison.

Configuration: Raw—cartridge & cassette; blank—cartridge, cassette, open reel & video.

Brand name: Columbia. Soundcraft.

Concord Communications Systems, 40 Smith St., Farmingdale, L.I., N.Y. 11735. Tel: (516) 694-7960. Pres.: Jack Horowitz. Sales Mgr.: Ed Passera. (Blank only)

Configuration: Video.

Conrac Corp.—Cramer Div., Mill Rock Rd., Old Saybrook, Conn. 06475. Tel: (203) 388-3574. Gen. Mgr.: Francis X. Geissler. (Blank only)

Configuration: Metal cassette.

Cook Consultants Inc., 2512 SW Third Ave., Fort Lauderdale, Fla. 33315. Tel: (305) 522-0222. Pres.: Ray Franklin.

Branch: Orlando, Fla., 1340 W. Central Blvd. Zip: 32805. Tel: (305) 841-4430. Sales Mgr.: Duane Roberts. (Blank & raw)

Configuration: Blank—cassette.

Brand name: Audiolux.

Craig Corp., 921 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-1233. Pres.: Peter M. Behrendt. VP Sales: Laurin C. Davies. Adv. Mgr.: John S. Roman. (Blank only)

Configuration: Cartridge & cassette.

Criterion, see Lafayette Radio Electronics.
Custom Audio Inc., 110 S. River Rd., Des Plaines, Ill. 60016. Tel: (312) 298-6680. Pres.: Paul H. Lutgens. Gen. Mgr.: Michael Jaffee. (Blank only)

D A K Inds. Inc., 10845 Vanowen, North Hollywood, Calif. 91605. Tel: (213) 984-1559. Pres. & Sales Mgr.: Drew Alan Kaplan. Gen. Mgr.: Turman Rushton.

Configuration: Cartridge, cassette & open reel.

D L N, see Meta-Com Inc.

D S C Inc., 2 Dogwood Dr., Danbury, Conn. 06810. Tel: (203) 744-7299, 748-3231. Pres. & Gen. Mgr.: Herman J. Muller. Sales Mgr.: Bruce Gross. (Raw only)

Configuration: Cassette.

Dalsung Ind'l Corp., 1182 Broadway, New York, N.Y. 10001. Tel: (212) 685-5608. Gen. Mgr.: Hongsoon Chun. (Blank only)

Configuration: Cassette.

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar. Sales Mgr.: Larry Hockemeyer. (Blank only)

Configuration: Cartridge, quadrasonic 8-tr. & cassette.

Duo-Tape, see Duotone Co. Inc.

Duotone Co. Inc., 6875 SW 81 St., South Miami, Fla. 33143. Tel: (305) 665-1121. Pres. & Sales Mgr.: Stephen Nester. Gen. Mgr.: Benjamin Rosenberg. (Blank only)

Brand name: Duo-Tape

E I du Pont de Nemours & Co. Inc., Film Dept., Rec'g Systems Div., 10 & Market Sts., Wilmington, Del. 19898. Tel: (302) 774-1000. (Raw only)

Product: Mylar polyester film types AB, PB & T.

Duratape, see Mallory Dist. Prods. Co.

Dynasound, see AudioVox Corp.

Dynatrack, see Simtek Communications Inc.

Electronic Homes Co., 24-64 Crescent St., Suite 2, Astoria, N.Y. 11102. Tel: (212) 545-3094. Chm.: George T. Saddler. Pres.: Michael Sivan. Gen. Mgr.: Harry Baker. Sales Mgr.: Elias Smyrna. (Blank only)

Configuration: Cartridge, cassette & open reel.

Brand name: Toyota, Grand Master.

Elipas Inds., 2342 Sawtelle, Los Angeles, Calif. 90064. Tel: (213) 478-0811. Pres.: Elliot Peikoff. Gen. Mgr.: Gary Young.

Branch: Brooklyn, N.Y., 1901 McDonald Ave. Zip: 11223. Tel: (212) 645-3003. Sales Mgr.: M. Cabasso. (Blank only)

Configuration: Cartridge & cassette.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor. VP & Sales Mgr.: Allen Schor. (Blank only)

Configuration: Cartridge.

Empire Magnetic Inds. Inc., 545 Allan Rd., Woodmere, N.Y. 11598. Tel: (516) 420-8558. Pres.: S. Mann. Gen. Mgr.: B. Chasen. Sales Mgr.: H. Mann. (Raw only)

Exacmex, see Becht Electronics Corp.

Fidelipac, see TelePro Inds. Inc.
Fidelitone Inc., 207 N. Woodwork Ln., Palatine, Ill. 60067. Tel: (312) 359-8800. Pres.: Douglas F. Hudson. Gen. Mgr.: Charles Smith. Sales Mgr.: Hiram A. Prince. (Raw only)

Configuration: Cartridge & cassette.

Fleetwood Rec'g Co. Inc., 321 Revere St., Revere, Mass. 02151. Tel: (617) 289-6800. Pres.: Vincent P. Giarrusso. Gen. Mgr.: Raymond Samora. Sales Mgr.: Victor Mancini.

Branch: New York, N.Y., Fleetwood Mktg. Group, 120 E. 56 St. Zip: 10022. Tel: (212) 688-7979. Sales Mgr.: Glen Wesen. (Blank only)

Configuration: Cartridge & cassette.

G R T Corp., 1286 N. Lawrence Station Rd., Sunnyside, Calif. 94086. Tel: (408) 734-2910. Pres.: Bertil Nordin. VP & Gen. Mgr.: K.W. Sonner. VP Mktg.: Herbert B. Hersh. (Blank only)

Configuration: Cartridge & cassette.

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Ed Gabriel. Gen. Mgr.: Vin Tallo. Sales Mgr.: Ms. Cherlin. (Blank only)

General Cassette Corp., 1324 N. 22 Ave., Phoenix, Ariz. 85009. Tel: (602) 258-7059. Pres.: Bill Johnson. Gen. Mgr.: Edward Martin. Sales Mgr.: Bill White. (Blank only)

Configuration: Cassette.

General Kinetics Inc., Media Tape Div., 12300 Parklawn Dr., Rockville, Md. 20852. Tel: (301) 881-2044. Pres.: Walter Anderson. Gen. & Sales Mgr.: DeWayne Filkins. (Raw only)

Configuration: Audio & video open reel.

Brand name: Media

Globe Rec'g Studio Inc., 1313 Dickerson Rd., Nashville, Tenn. 37207. Tel: (615) 226-0811. Pres.: Jim Maxwell. (Blank only)

Configuration: Cassette & open reel.

Grand Master, see Electronic Homes Co.

Great News, see Mirex Tape Corp.

Hi-Flex Corp., 289 Huyler St., South Hackensack, N.J. 07606. Tel: (201) 487-3027. Pres.: Robert Lovatt. Gen. & Sales Mgr.: Jeff St. Thomas. (Blank only)

Configuration: Cassette & open reel.

High Fidelity Rec'g, 1059 Porter, Wichita, Kan. 67203. Tel: (316) 262-6456. (Blank only)

Configuration: Cartridge & cassette.

Highlander, see 3M Co.

Information Terminals Corp., 323 Soquel Way, Sunnyvale, Calif. 94086. Tel: (408) 245-4400. Pres.: J. Reid Anderson. Gen. Mgr.: Peter McCuen. Sales Mgr.: Irv Hamlin. (Blank only)

Configuration: Digital & audio cassettes.

Intertec Electronics Co., 321 New Haven Ave., Milford, Conn. 06460. Tel: (203) 874-8038. Pres.: Mark Olienski. Gen. Mgr.: Chuck Williams. Sales Mgr.: Tom O'Loughlin.

Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y. 11803. Tel: (516) 293-5582. Pres.: Sol Zigmam. Gen. Mgr.: Hy Zigmam. Sales Mgr.: George Krug.

Branch: Miami, Fla., Flagler Plaza Bldg., Suite 4K, 4100 W. Flagler St. Zip: 33134. Tel: (305) 448-9038. Gen. Mgr.: Moe Roth.

Configuration: Raw—cassette & 8-tr. lube tape; blank—audio & video cartridge, cassette & open reel.

Brand name: Blank—Irish, Mortone.

Juliette, see Topp Electronics Inc.

Kim-Pat Ent's., 301 S. Main, Fayetteville, Tenn. 37334. Tel: (615) 433-1683. Pres.: Bill Trigg. (Blank only)

Configuration: Cartridge 8-tr., 4-tr. & 2-tr.

Krometone, see Adell Int'l Inc.

Lafayette Radio Electronics, 111 Jericho Tpk., Syosset, L.I., N.Y. 11791. Tel: (516) 921-7700. Pres.: L. Pearlman. (Blank only)

Configuration: Cartridge, cassette & open reel.

Brand name: Lafayette, Criterion.

Le-Bo Prods. Co. Inc., 71-08 51 Ave., Woodside, N.Y. 11377. Tel: (212) 458-7700. Pres.: Leslie Bokor. Gen. Mgr.: Al Alexander. Sales Mgr.: Leslie Dame. (Blank only)

Configuration: Cartridge & cassette.
Lecture, see Robins Inds. Corp.

Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-8300. Pres.: Darrell D. Scholten. Gen. Mgr.: Carl Volpe. VP Sales: Thomas J. Hofbauer. (Blank only)

Configuration: Cartridge & cassette.

Low Noise, see Agfa-Gevaert Inc.
Magnadyne Corp., PO Box 757, Beverly Hills, Calif. 90213. Tel: (213) 278-0107. Pres.: Barry L. Caren. Gen. Mgr.: Dave Gurian. Sales Mgr.: Harvey Feeder. (Blank & raw)

Configuration: Blank—cartridge & cassette.

Magna Sonic Inc., 1231 Wheaton, Troy, Mich. 48084. Tel: (313) 689-6167. Pres.: R. Czarnik. Gen. Mgr.: William Goguen. (Blank only)

Configuration: Cartridge & cassette.

Magnetic Media Corp., 616 Fayette Ave., Mamaroneck, N.Y. 10543. Tel: (914) 698-8660. Pres.: Aaron Wasserstrom. VP Sales: George Saddler. (Raw only)

Configuration: Cassette.

Magnetic Tape Eng'g Corp. (Magtec), 8120 Webb Ave., North Hollywood, Calif. 91605. Tel: (213) 768-6100. Pres.: S. Gerald Stone. Gen. Mgr.: Len Feldman. Nat'l Sales Mgr.: Bob Bilkiss. (Blank only)

Configuration: Cartridge & cassette.

Brand name: CBR.

Magnetix Corp., 770 W. Bay St., Winter Garden, Fla. 32787. Tel: 656-4494. Pres.: John Lory. Gen. Mgr.: Jim Baker. Sales Mgr.: Pete Loucks. (Blank only)

Brand name: Mark 17, Magnetix.

Magtec, see Magnetic Tape Eng'g Corp.
Make-A-Tape Inc., PO Box 142, 33490 Groesbeck Hwy., Fraser, Mich. 48026. Tel: (313) 463-2592. Pres. & Sales Mgr.: L. Allan Bazy. Gen. Mgr.: Michael Tattan. (Blank only)

Configuration: Cartridge.

Mallory Dist. Prods. Co. (div. of P.R. Mallory & Co. Inc.), 101 S. Parker, Indianapolis, Ind. 46206. Tel: (317) 261-1501. Pres.: Wayne Etter. Sales Mgr.: Frank Vendely. (Blank only)

Configuration: Cartridge, cassette & open reel.

Brand name: Duratape.

Mann Cassette Inds., PO Box 1121, San Francisco, Calif. 94101. Tel: 221-2000 x 50. Pres.: D.V. Mann. Sales Mgr.: Bill Wells. (Blank only)

Configuration: Endless loop cassette (Phillips type).

Marathon Prods. Corp., 334 W. Boylston St., West Boylston, Mass. 01583. Tel: (617) 853-0988. Pres.: Richard D. Myers. Gen. Mgr.: Bart Bagdasarian.

Great Shape.

When we opened our doors in 1972, few people noticed. And when those who did notice heard our name, they laughed. Now, we're having the last laugh. Today, Shape Symmetry & Sun is known as an innovator in the plastics and high-speed automation industry. We manufacture the best C-O's and 8 tracks on the market. We offer the world's only modular Automated Cassette Assembly System allowing a wide range of advantages including significant savings in capital investment, easy maintenance and, because of its modularity, the unique ability to increase production by plugging additional assembly stations into the line.

Some people still laugh over our name. But when you're the best in your business, it's damned easy to take.

The Conveyor Belt is equipped with multiple hook-up stations that include air, vacuum and electrical power. A central vacuum source is included.

The Automatic Hub Loader automatically feeds, orients and places hubs on spindles. All leader feeding, hub staking, leader winding and ejection is automatic.

The Threading Station moves cassettes forward and automatically removes the cover shell. Because we think people do some things better than machines, key components are inserted by the operator who simultaneously makes a quality check of each cassette and its components.

The Automatic Pinner/Window-Welder greatly increases production and efficiency while reducing standard operating costs. It receives the cassette shells from the feed conveyor, and automatically welds a window in each. The window material is automatically fed to the desired length, cut and located. The bases are then transferred to the pinning station, where pins are syntron fed, inserted and lubricated.

The In-Line Welder takes the cassettes from the conveyor belt and automatically advances them to the welding station, where they are sonically welded and ejected onto the packing surface. It's here where a final Quality Control check is made.

We make the Best C-O.

Standard Norelco Configuration ● Leader Loaded ● Acetal Hubs & Rollers ● Graphite Coated Mylar Washers ● Precision Machined Stainless Steel Pins ● M-36 Silicone Zinc-Plated Shield ● Bi-Axial Oriented Styrene Window ● High Heat, Medium Impact Polystyrene Shells ● Windows & Shells Sonically Welded ● Phosphor Bronze Spring Pad ● Standard Shell Colors: Black, Grey or White ● Available With Tabs In or Out **Sample Kit available on request.**

The Best 8-Track.

Pinch Roller of Silicone Rubber/Delrin Hub ● Cover and Base of High-Heat, Medium Impact Polystyrene ● Delrin Tape Sleeve ● Tape Platform of Medium-Impact Polystyrene ● Polyurethane Foam Pressure Pad With Mylar Top and Styrene Backing ● Delrin Platform Sleeve ● 3-Snap Closure ● Accepts Up to 500' of Programming **Sample Kit available on request.**

The Best Components.

We also manufacture and sell high tolerance Hubs and Rollers. Because to make the best C-O's, we have to make the highest quality components. Contact us for more information.



If you'd like to know what creative engineering can do for you, feel free to call or write.

SHAPE

Shape Symmetry & Sun Inc.

Biddeford Industrial Park, Biddeford, Maine 04005

207-282-6155

Tape Services Directory

TAPE SUPPLIES

Continued from page TR-18

St., Fort Worth, Tex. 76107. Tel: (817) 335-3711. (Blank only)
Configuration: Cartridge, cassette & open reel.
Brand name: Realistic.
 Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres.: Ray Abrams Sr.; Gen. Mgr.: Nori Abrams; Sales Mgr.: Fred Muse Jr. (Blank only)
Configuration: Cartridge.
 Realistic, see Radio Shack.
 Recording Specialties Inc., 2971 Corvin Dr., Santa Clara, Calif. 95050. Tel: (408) 739-7201. Pres.: Michael P. Papp. (Blank only)
Configuration: Cartridge & cassette.
 Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Herbert H. Borchardt; Sales Mgr.: Peter Wish. (Blank only)

Redding Radio (div. of SJ Inds. Inc.), PO Box 344, Fairfield, Conn. 06430. Gen. Mgr.: Jeffrey N. Tellis; Sales Mgr.: Sascha Deale; Opns. Eng.: R.F. Bournes.
Configuration: Raw—open reel, blank—4-tr., broadcast & open reel.
 Regency, see Cherokee Album Corp.
 Rite Rec. Prod'ns Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215. Tel: (513) 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Bob Bowery; Sales Mgr.: Sally Smith. (Blank only)
Configuration: Cartridge
 Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman D. Post; VP: Jack Friedland; Export Sales Mgr.: Sam Jones.
Configuration: Raw & blank—cassette & open reel.
Brand name: Blank—Brand Five, Sonaromic, Lecture.
 Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres.: Mervin A. Dayan.
Configuration: Raw & blank—cartridge, cassette & open reel.
Brand name: RSC.
 S D R, see Meta-Corn Inc.
 S M I Electronics Inc., 920 N. Valley Mills, Waco, Tex. 76710. Tel: (817) 776-1230. Pres.: Curt Adams; Sales Mgr.: Charlie Coffee. (Blank only)

Scotch, see 3M Co.
 Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10551. Tel: (914) 664-2909. Pres.: Harold Rosen; Gen. Mgr.: Barry Rosen; Sales Mgr.: Barry Lane. (Raw & blank)
Configuration: Blank—cartridge, cassette & open reel.
 Simtek Communications Inc., 2061 Broadway, New York, N.Y. 10023. Tel: (212) 595-7126. Pres.: D. Richard Kraus; Sales Mgr.: M. Rollini. (Blank only)
Configuration: Cartridge & cassette
Brand name: Dynatrack Eight Mark III (cartridge), Dynatrack (cassette).
 Singer Prods. Co. Inc., 1 World Trade Center, Suite 2365, New York, N.Y. 10048. Tel: (212) 432-1400. Pres.: Arthur A. Singer; Sales Mgr.: Max Roth; Adv. Mgr.: S. Rosaler. (Blank only)
 Sonaromic, see Robins Inds. Corp.
 Sony Corp. of America, 9 W. 57 St., New York, N.Y. 10019. Tel: (212) 371-5800. Video Prods. Div. Ass't VP: Richard O'Brien; Nat'l Sales Mgr.: Harry Proudman. (Blank only)
Configuration: Video. (Also see Superscope Inc.)
 Soundcraft, see Columbia Magnetics
 Sound Dimension, see Unitaire Corp.
 Sound Tape, see Unitaire Corp.
 Spectrotape Corp., 345 W. Valley Blvd., Colton, Calif. 92324. Tel: (714) 825-6744. Pres.: John Y.S. Chan; Gen. Mgr.: Elsie Chan; Sales Mgr.: Richard Hathaway. (Raw & blank)
Configuration: Cassette.
Brand name: Blank—Mitape.
 Stereo Sound, see Audio Sonic Corp.
 Superex Electronics Corp., 151 Ludlow St., Yonkers, N.Y. 10705. Tel: (914) 965-6906. Pres.: Daniel Schulman; Mktg. Dir.: Marvin Paris. (Blank only)
Configuration: Cassette.
 Super High Dynamic, see Agfa-Gevaert Inc.
 Superscope Inc., Tape Dupl'g Div., 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 787-9750. Pres.: Joseph S. Tushinsky.
Branch: San Fernando, Calif., 455 Fox St. Zip: 91340. Tel: (213) 365-1191. Gen. Mgr.: Darrell W. Zielke. (Blank only)
Configuration: Cartridge, cassette & open reel.
Brand name: Sony, Superscope. (Also see Sony Corp. of America)
 Super Sound, see Tape Servs. Inc.
 T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. VP & Gen. Mgr.: S. Tokuda; VP & Sales Mgr.: Jules Rubin.
Branch: Irvine, Calif., 17072 Daimler St. Zip: 92705. Sales Mgr.: Sandy Cohen. (Raw & blank)
Configuration: Blank—cartridge, audio cassette & video cassette.
 T W Prod'n, see R&R Music Co.
 Tapemaker Sales Co. Inc., 2255 Broadway, New York, N.Y. 10024. Tel: (212) 874-0800. (Raw & blank)
Configuration: Blank—cartridge, audio cassette & video cassette.
 Tape Servs. Inc., 7015 Westfield Ave., Pennsauken, N.J. 08110. Tel: (609) 665-3323. Pres.: William F. Mulcahy; Nat'l Sales Mgr.: David R. Sykes. (Blank only)
Configuration: Cartridge.
Brand name: Super Sound.

Tarzac Custom Rec'gs, 638 Muskogee Ave., Norfolk, Va. 23509. Tel: (804) 853-2304. Pres.: Gen. & Sales Mgr.: Ronald C. Wagener. (Blank only)
Configuration: Cassette.
 TelePro Inds. Inc., 3 Olney Ave., Cherry Hill, N.J. 08002. Tel: (609) 424-1234. Pres.: Dennis W. Boardman; Sales Mgr.: R. W. Cappello. (Blank only)
Configuration: Broadcast cartridge.
Brand name: Fidelipac.
 3M Co., Magnetic Audio/Video Prods. Div., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: R.H. Herzog; Gen. Mgr.: John Povolny; Sales Mgr.: D.T. Windahl.
Branch: PO Box 3211, 935 Bush Ave. Zip: 55133. Tel: (612) 733-1110.
Branches: Anchorage, Alaska, 3934 Spennard Rd. Zip: 99503. Tel: (907) 279-6481—Burbank, Calif., 126 W. Elm Court. Zip: 91502. Tel: (213) 848-5534—Los Angeles, Calif., 6023 S. Garfield Ave. Zip: 90040. Tel: (213) 726-1511—South San Francisco, Calif., 320 Shaw Rd. Zip: 94080. Tel: (415) 761-1155—Washington, D.C., 1750 Pennsylvania Ave. NW, Suite 1100. Zip: 20006. Tel: (202) 298-9200—Chamblee, Ga., 5925 Peachtree Ind'l Blvd. Zip: 30341. Tel: (404) 451-1661—Honolulu, Hawaii, 2880 Ualea St. Zip: 96819. Tel: (808) 841-0147—Argo, Ill., 6850 S. Harlem Ave. Zip: 60501. Tel:

(312) 585-7800—Needham Heights, Mass., 155 Fourth Ave. Zip: 02194. Tel: (617) 449-0300—Farmington, Mich., 23923 Research Dr. Zip: 48024. Tel: (313) 477-5000—St. Louis, Mo., PO Box 510, 10725 Baur Blvd. Zip: 63166. Tel: (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip: 07006. Tel: (201) 227-9100. NYC Tel: (212) 285-9600—Buffalo, N.Y., PO Box 369, 330 Greene St. Zip: 14240. Tel: (716) 894-5214—High Point, N.C., PO Box 151, 2401 Brevard St. Zip: 27261. Tel: (919) 883-0141—Cincinnati, Ohio, 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip: 44130. Tel: (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 742-0200—Dallas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 327-7311—Seattle, Wash., 100 Andover Park W., Andover Ind'l Park. Zip: 98188. Tel: (206) 244-7200.
Configuration: Raw—cartridge, cassette, open reel & duplicating (lubricated); blank—cartridge, cassette & open reel.
Brand name: Raw—Scotch; blank—Scotch, Highlander.
 Tono-Tapes Inc., 57 W. Grand Ave., Chicago, Ill. 60610. Tel: (312) 828-9357. VP & Gen. Mgr.: Charles Farmer; Sales Mgr.: Florence M. Thompson. (Blank only)
Configuration: Cassette.

They buy more...you work less
 with Fidelitone's new self-service Needle Merchandiser

Your customers can easily and quickly select their own needle with this easy-to-use eye-catching merchandiser. Containing a 60-day supply of the top 28 selling needles (researched to fit 85-75% of all needle replacements), it could easily be the most profitable two-square-foot in any store.

Customer matches his needle to actual size, full-color photo. Clerk removes needle from locked cabinet and sale is completed, saving valuable selling time.

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 The Touch of Magic in Needles and Audio Accessories
 207 N. Woodmark Lane, Palatine, IL 60067

Super High Dynamic, see Agfa-Gevaert Inc.
 Superscope Inc., Tape Dupl'g Div., 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 787-9750. Pres.: Joseph S. Tushinsky.
Branch: San Fernando, Calif., 455 Fox St. Zip: 91340. Tel: (213) 365-1191. Gen. Mgr.: Darrell W. Zielke. (Blank only)
Configuration: Cartridge, cassette & open reel.
Brand name: Sony, Superscope. (Also see Sony Corp. of America)
 Super Sound, see Tape Servs. Inc.
 T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. VP & Gen. Mgr.: S. Tokuda; VP & Sales Mgr.: Jules Rubin.
Branch: Irvine, Calif., 17072 Daimler St. Zip: 92705. Sales Mgr.: Sandy Cohen. (Raw & blank)
Configuration: Blank—cartridge, audio cassette & video cassette.
 T W Prod'n, see R&R Music Co.
 Tapemaker Sales Co. Inc., 2255 Broadway, New York, N.Y. 10024. Tel: (212) 874-0800. (Raw & blank)
Configuration: Blank—cartridge, audio cassette & video cassette.
 Tape Servs. Inc., 7015 Westfield Ave., Pennsauken, N.J. 08110. Tel: (609) 665-3323. Pres.: William F. Mulcahy; Nat'l Sales Mgr.: David R. Sykes. (Blank only)
Configuration: Cartridge.
Brand name: Super Sound.

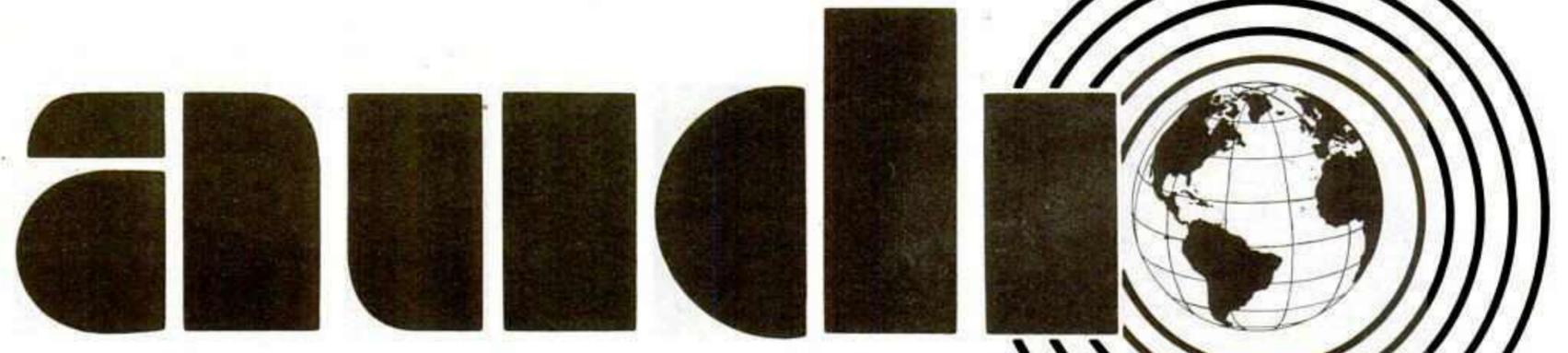
OVERLAND PRODUCTS
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 Fremont, Nebr. 68025
 Phone 402-721-7270

No. 201 CASSETTE SPRING PAD
 No. 570 FULL-FOAM SHIELD
 No. 410 FLAT SHIELD
 No. 510 FLAT-FOAM SHIELD
 No. 208 8 TRACK CARTRIDGE SPRING PAD
 No. 508 8 TRACK FOAM PAD
 No. 901 SPECIAL FOAM SHIELD
 No. 735 CASSETTE HUBS
 No. 020 CASSETTE WINDOWS
 No. 302 CASSETTE PINS
 No. 720 FLANGED GUIDE ROLLERS

SPECIAL DESIGNS ON REQUEST

APRIL 27, 1974, BILLBOARD

YOU ARE CORDIALLY INVITED TO THE GRAND OPENING OF OUR EUROPEAN SALES AND SERVICE SHOWROOM



Audiomatic Corporation, the leader in worldwide distribution of tape duplicating and related equipment, proudly announces the formal opening of their European Office-Showroom in Paris, the week of May 13. In addition to providing our European customers with an immediately accessible inventory of equipment and spare parts, this facility will serve as a demonstration center for these outstanding manufacturers:

- ELECTRO SOUND** tape duplicating equipment and professional recorders
- SHAPE SYMMETRY & SUN** modular equipment for the automated assembly of cassettes
- GRAHAM FRASER** automated packaging equipment
- APEX MACHINE** systems for printing label copy directly on cassettes
- HAMILTON MANUFACTURING** automatic phonograph record presses and accessories
- AUDIO MATRIX** patented phonograph record plating systems

AUDIOMATIC CORPORATION
 1290 AVENUE OF THE AMERICAS, PHONE: (212) 582-4870, CABLE: AUDIOMATIC, TELEX: 12-6419
 EUROPEAN OFFICE: 4, RUE FICATIER-92400-COURBEVOIE, PHONE: 333-30-90, TELEX: 62282

Tape Services Directory

Topp Electronics Inc., 4201 NW 77 Ave., Miami, Fla. 33166. Tel: (305) 592-3700. Pres.: Louis Topp; Sales Mgr.: Charles Kates; Adv. Dir.: Selwyn Kent. (Blank only)
Configuration: Cartridge & cassette
Brand name: Juliette

Toyota, see Electronic Homes Co.

Trackmaster, see Parsons Inc.

Tracs, see Audio Magnetics Corp.

Transworld Ent., see National Communication Arts Inc.

U T C, see Universal Tape Corp.

Unitate Corp., 1905 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 645-3025. Pres.: Morris Cabasso; Gen. Mgr.: Ronald Colonna; Sales Mgr.: Jack Cabasso.
Configuration: Raw—cassette.
Brand name: Blank—Sound Tape. Audio Dimension, Sound Dimension, private label.

Universal Audio Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.: Tom Horton; Sales Mgr.: N.C. Bellow. (Blank only)
Configuration: Cassette

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.
Configuration: Cartridge, cassette, open reel & video.
Brand name: Universal, UTC, A/V Paragon, private labels.

Vastech Inc., 4101 West Blvd., Charlotte, N.C. 28203. Tel: (704) 394-8121. Pres. & Gen. Mgr.: J.J. Peloquin; Sales Mgr.: George Duncan.
Configuration: Raw—cartridge & cassette; blank—cartridge.
Brand name: Vastech Magnetics.

Video Dynamics, 10722 Trask Ave., Garden Grove, Calif. 92643. Tel: (714) 636-2490. (Blank only)
Configuration: Video cassette

Viewlex-Monarch Tape Dupl'g, 3416-20 Vineyard Ave., Los Angeles, Calif. 90016. Tel: (213) 731-2228. (Blank only)
Configuration: Cartridge & cassette.

Walden Sound Rec'rs, 1054B Duncan, Manhattan Beach, Calif. 90266. Tel: (213) 372-0780. Pres.: Gary Young; Gen. Mgr.: Rolf Erickson; Sales Mgr.: John W. Larmer. (Blank only)
Configuration: Open reel.
Brand name: WindSound.

Windsound, see Walden Sound Rec'rs.

Xcel Corp., 290 Ferry St., Newark, N.J. 07105. Tel: (201) 344-2300. (Raw only)
Product: Acetate film base.

Chief product: Bulk erasers.

Ed-Pic Dupl'rs, 3341 La Cienega Pl., Los Angeles, Calif. 90016. Tel: (213) 559-3055.
Chief product: High speed tape duplicating systems (all formats), high speed winders, mastering equip. & cartridge exercisers, foot-age counters for cartridge, cassette & reel-to-reel product.

Electro Sound Inc., 725 Kifer Rd., Sunnyvale, Calif. 94086. Tel: (408) 245-6600. Pres.: A. Weintraub; VP & Gen. Mgr.: W.M. Fujii; VP Mktg.: T. Wuerthner.
Chief product: High speed tape duplicators.

Fanta Professional Servs., 1811 Division St., Nash-

ville, Tenn. 37203. Tel: (615) 327-1731. Pres.: Johnny Rosen.
Chief product: Custom duplicators & winders.

Ferroxcube Corp., Mount Marion Rd., Saugerties, N.Y. 12477. Tel: (914) 246-2811. Gen. Mgr.: Jim Robinson; Sales Mgr.: John Turnbull.
Chief product: Cartridge, quadrasonic 8-tr. & cassette dupl'g heads.

Finebit Mfg. Co., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) 466-9511. Pres.: Alwin P. Schmid; VP: Joseph Bouzaglou; Export Mgr.: Manuel E. Munoz.
Chief product: Magnetic tape coaters & slitters.

Graham Fraser, see Audiomatic Corp.

Gauss, see Cetec Inc.

Grandy Inc., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-1433. Pres.: John French.
Chief product: High speed dupl'g equip. & magnetic heads.

Infonics, Visual Educom Inc., 4333 S. Ohio St., Michigan City, Ind. 46360. Tel: (219) 879-8311. Pres.: W.J. Hynes; Sales Mgr.: Tony Carter; Mktg. Communications Mgr.: Jerry Weston.
Chief product: Infonics System 200.

Information Terminals Corp., 323 Soquel Way, Sunnyvale, Calif. 94086. Tel: (408) 245-

4400. Pres.: J. Reid Anderson; Gen. Mgr.: Peter McCuen; Sales Mgr.: Irv Hamlin.
Chief product: Testing instruments.

Intertect Electronics Co., 321 New Haven Ave., Milford, Conn. 06460. Tel: (203) 874-8038. Pres.: Mark Olenski; Gen. Mgr.: Chuck Williams; Sales Mgr.: Tom O'Loughlin.
Chief product: 8-tr. duplicators.

King Instrument Corp., 8 Kane Dr., Hudson, Mass. 01749. Tel: (617) 568-8771. Pres.: James L. King; Gen. Mgr.: James L. King Jr.; Mktg. Dir.: Paul McGonigle; Sales Co-ord.: William E. Cline.

(Continued on page TR-22)

TAPE DUPLICATING & PROCESSING EQUIPMENT MANUFACTURERS

A S C, see Audio Specialties Co.

Amega Research Corp., 42 Spring St., Newark, N.J. 07104. Tel: (201) 481-4077. Pres.: George P. Zazzali; Sales Mgr.: Leo Loewenthal.
Chief product: Bulk erasers.

Amplex Corp., Audio-Video Systems Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. VP & Gen. Mgr.: C.A. Steinberg; Mktg. Mgr.: Don Kleffman; Sales Mgr.: Richard Sirinsky.
Chief product: High speed audio tape duplicators.

Apex Machine, see Audiomatic Corp.

Associated Audio Servs. Inc., 14 Willett Ave., Port Chester, N.Y. 10573. Tel: (914) 937-5129. Pres.: Robert L. Piselli; VP & Gen. Mgr.: Allan C. Johnson.
Chief product: High speed master duplicating transports, cassette/cartridge loaders, slaves.

Audimation Inc., 2831 N. Clark St., Chicago, Ill. 60657. Tel: (312) 248-7006. Pres.: Norman Deletzke; Mktg. Mgr.: Jack Wilkins.

Audiodyne Co., PO Box 825, San Jose, Calif. 95106. Tel: (408) 287-3520. Pres.: L.R. Chiaromonte.
Chief product: Re-winders.

Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-4870. Pres.: Milton B. Gelfand; VP: Timothy A. Cole.
Chief product: Duplicating systems & accessories.
Brand name: Graham Fraser, Apex Machine.

Audio Specialties Co., 3530-D Pan American Fwy, NE, Albuquerque, N.M. 87107. Tel: (505) 345-2121. Pres., Gen. & Sales Mgr.: John G. Ralston.
Chief product: Duplicators, winders & exercisers.
Brand name: ASC.

Audio/Tek Inc., 2970 Scott Blvd., Santa Clara, Calif. 95050. Tel: (408) 244-1776. Pres., Gen. & Sales Mgr.: Robert W. Kratt.
Chief product: Duplicating & winding equip. (all formats) & frequency selective limiters.

Becht Electronics Corp., 3087 N. California St., Burbank, Calif. 91504. Tel: (213) 846-5826. Pres.: Andrew B. Becht; Gen. & Sales Mgr.: Balazs Becht.
Chief product: Cartridge & cassette duplicators.

C A D C O Audio Inds. Corp., 55 Oak St., Norwood, N.J. 07648. Tel: (201) 767-1787. Pres.: H. Philip Iehle.
Chief product: Mastering & quality control equip.

C D S, see Recortec Inc.

C T L, see Recortec Inc.

Cadet Recs. Inc./Custom Rec. Mfg., 5810 S. Normandie, Los Angeles, Calif. 90044. Tel: (212) 753-5121. Pres.: Jules Bihari; Gen. Mgr.: James Takada; Sales Mgr.: Robert Herrington; Magnetic & Dupl'g Div. Mgr.: Donald Macmillan.
Chief product: Masters & slaves.

Cartridge Inds. Corp., PO Box 186, Excelsior Springs, Mo. 64024. Tel: (816) 637-2186. Pres.: Terry D. Vogler; Sales Mgr.: John E. Conyers.
Chief product: Cartridge & cassette winders & duplicating equip.

Cetec Inc., 13035 Saticoy St., North Hollywood, Calif. 91605. Tel: (213) 875-1900. Gen. Mgr.: M.N. Padwa.
Chief product: High speed duplicating systems (Gauss).

Conrac Corp.—Cramer Div., Mill Rock Rd., Old Saybrook, Conn. 06475. Tel: (203) 388-3574. Gen. Mgr.: Francis X. Geissler.
Chief product: Cassette tape transports.

Container-Kraft Inc., 8321 DeCelia Pl., Sepulveda, Calif. 91343. Tel: (213) 893-9721. Pres.: Arthur Garson; VP: Russell Garson; Sales Mgr.: Harry Krigsmann.
Chief product: Skin & blister packaging machinery.

D S C Inc., 2 Dogwood Dr., Danbury, Conn. 06810. Tel: (203) 744-7299, 748-3231. Pres. & Gen. Mgr.: Herman J. Muller; Sales Mgr.: Bruce Gross.
Chief product: Process equip. & tooling.

Diacoustic Lab., 1063 Vine St., Hollywood, Calif. 90038. Tel: (213) 467-5121. Pres.: Ernest Knight; Sales Mgr.: J.K. Wirth.

Swiss Performance

Electro Sound's new ES-505 series recorder/reproducers have a heritage of classic design and precision performance. They've been engineered specifically for broadcasters, recording studios, and other professional users.

European or American—no other machine has more significant "Operator Engineered" features. Disappearing headgate, built-in audio oscillator, optical motion sensing, continuous bias monitor, differential disc brakes, optional edit third reel, fully lighted controls and much more.

The ES-505 is available in 1/4" or 1/2" versions, with one, two or four channels of electronics in console, portable or unmounted configurations.

Performance specs—we match or beat the best! And at American prices.



The ES-505



The ES-6000

ELECTRO SOUND®

ELECTRO SOUND, INC.

725 Kifer Road, Sunnyvale, CA 94086
 (408) 245-6600 Telex: 34-6324 LECTROSND SUVL

We Repeat

Electro Sound builds professional, high speed audio tape duplicating systems. The ES-6000 is our 240 ips version. Long lasting, versatile hardware.

We're noted for sophisticated state-of-the-art designs that produce a finished tape of unquestioned high quality. That's what pays off in operating profits for our customers.

And Electro Sound is the only single source for duplicators, loading racks, QC reproducers, mastering devices, cartridge and cassette winders and splicers.

Whether you duplicate retail music, broadcast syndications, or "spoken word" cassettes, we have a system for you. After all, the giants who pioneered the pre-recorded tape industry, as well as those just joining it, are using Electro Sound systems in 30 countries.

International Distribution By:

AUDIOMATIC CORPORATION
 1290 Avenue of the Americas, New York, NY 10019
 (212) 582-4870. Cable: AUDIOMATIC. Telex: 12-6419
European Office and Showroom
 4, rue Ficatier, 92400 Courbevoie, France (Paris).
 333.30.90. Cable: AUDIOMATIC. Telex: 62282

Tape Services Directory

TAPE SUPPLIES

Continued from page TR-21

Chief product: Audio, video & computer cassette loaders, 8-tr. winders & splicers. L T D, see Liberty/UA Tape Dupl'g Inc. Lang Electronics Inc., 14 E. 39 St., New York, N.Y. 10016. Tel: (212) 725-8110. Pres.: Lou Lang.

Chief product: Cassette & cartridge duplicators. Liberty/UA Tape Dupl'g Inc., 2101 S. 35 St., Council Bluffs, Iowa 51501. Tel: (712) 328-8060. Gen. Mgr.: Marvin L. King; Eng. Dir.: Stan Nick. Chief product: Cartridge & cassette duplicators, loop bins, winders & degaussers. Brand name: LTD. Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-8300. Pres.: Darrell D. Scholten; Gen. Mgr.: Carl Volpe; VP Sales: Thomas J. Hofbauer. Chief product: Sidewinders Magnadyne Corp., PO Box 757, Beverly Hills, Calif. 90213. Tel: (213) 278-0107. Pres.: Barry L.

Caren; Gen. Mgr.: Dave Gurian; Sales Mgr.: Harvey Feeder. Make-A-Tape Inc., PO Box 142, 33490 Groesbeck Hwy., Fraser, Mich. 48026. Tel: (313) 463-2592. Pres. & Sales Mgr.: L. Allan Bazzy; Gen. Mgr.: Michael Tattan. Chief product: In-cartridge duplicators. Mirex Tape Corp., 530 Ninth Ave., New York, N.Y. 10036. Tel: (212) 757-5600. Pres.: Richard T. Favara; Gen. & Sales Mgr.: Al Seltzer. Chief product: Exercisers & degaussers. Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 545-0401. Pres.: John Yngve; Mktg. Mgr.: Ed Bedell; Sales Mgr.: Roger Czerniak. Chief product: Magnetic recording heads, test tapes, replacement heads, relapping services, demagnetizers, splicers & recorder maintenance kits.

PROFESSIONAL TAPE SUPPLIES MANUFACTURERS

Audio Accessories Co., Box 628, Rt. 1, Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney. Product: Cassette repair kit (Sav-A-Tape). Becht Electronics Corp., 3087 N. California St., Burbank, Calif. 91504. Tel: (213) 846-5826. Pres. Andrew B. Becht; Gen. & Sales Mgr.: Balazs Becht. Chief product: Alignment tapes. Bib Accessories (div. of Revox Corp.), 155 Michael Dr., Syosset, N.Y. 11791. Tel: (516) 364-1900. Prod. Mgr.: Stan Somers. Product: Tape editing kits, splicers & splicing tape, cassette salvage & re-record kits. W. H. Brady Co., 2221 W. Camden, Milwaukee, Wis. 53201. Tel: (414) 332-8100. Pres: J.E. Larson; Sales Mgr.: D.R. McGrew; Prod. Mgr.: John Arnold. Chief product: Cassette leader splicing tape, conductive splicing tape for 8-tr. cartridges, splicing tape for duplicating masters. Cartridge Inds. Corp., PO Box 186, Excelsior Springs, Mo. 64024. Tel: (816) 837-2186. Pres: Terry D. Vogler; Sales Mgr.: John E. Conyers. Chief product: Cartridge & cassette splicing materials. Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Sales Mgr.: Ted Cohen. Branch: Los Angeles, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 466-2481. Sales Mgr.: Bob Morrison. Chief product: Cueing & leader tape, Magna See. D S C Inc., 2 Dogwood Dr., Danbury, Conn. 06810. Tel: (203) 744-7299, 748-3231. Pres. & Gen. Mgr.: Herman J. Muller; Sales Mgr.: Bruce Gross. Chief product: Magnetic tape coating lines. Editall, see Elpa Mktg. Ind. Inc. Elpa Mktg. Ind. Inc., Thorens & Atlantic Aves., New Hyde Park, N.Y. 11040. Tel: (516) 748-3002. Pres: E.L. Childs; Gen. Mgr.: E.L. Hendrickson; Sales Mgr.: M.A. Leslie. Branch: Scottsdale, Ariz., 7301 E. Evans Rd. Zip: 85253. Tel: (602) 948-1070. Gen. Mgr.: P.W. Kind; Sales Mgr.: R.C. Shene. Product: Splicing kits (Editall). Hi-Flex Corp., 289 Huyler St., South Hackensack, N.J. 07606. Tel: (201) 487-3027. Pres: Robert Lovatt; Gen. & Sales Mgr.: Jeff St. Thomas. Chief product: Leaders, slip sheets. Lafayette Radio Electronics Corp., 111 Jericho Tpke., Syosset, N.Y. 11791. Tel: (516) 921-7700. Pres.: L. Pearlman. Chief product: Tape splicers. Magna See, see Columbia Magnetics. Pratt-Spector Corp., 56 Merrick Rd., Rockville Centre, L.I., N.Y. 11571. Tel: (516) 764-5061. NYC Tel: (212) 227-0008. Pres.: Stanley Gilman; Gen. Mgr.: Andrew Barr; Sales Mgr.: Allan Frost. Chief product: Sensing & splicing tape. Q/Splice, see Webtek Corp. Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres: Herman D. Post; VP: Jack Friedland; Export Sales Mgr.: Sam Jones. Chief product: Tape erasers & splicers. Sav-A-Tape, see Audio Accessories Co. Saxon Adhesive Prods. Inc. (sub. of Saxon Inds.), 46-02 28 St., Long Island City, N.Y. 11101. Tel: (212) 351-3080. VP Mktg.: Arnold Rofheart. Chief product: Cueing & splicing tapes, end tabs. Simtek Communications Inc., 2061 Broadway,

New York, N.Y. 10023. Tel: (212) 595-7126. Pres: D. Richard Kraus; Sales Mgr.: M. Rollini. Chief product: Splicers (automatic & semi-automatic). Singer Prods. Co. Inc., 1 World Trade Center, Suite 2365, New York, N.Y. 10048. Tel: (212) 432-1400. Pres.: Arthur A. Singer; Sales Mgr.: Max Roth; Adv. Mgr.: S. Rosaler. Chief product: Splicing & editing equip. Splicette, see Webtek Corp. Standard Tape Lab. Inc., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3805. Chief product: Test tapes. Teac Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303. Chief product: Bulk erasers, cleaner sets, dust covers, empty metal reels, headphones, mounting frames, systems selectors, splicers, reel adaptor holders. Webtek Corp., 4326 W. Pico Blvd., Los Angeles, Calif. 90019. Tel: (213) 937-3511. Pres: Joseph Klein; Sales Mgr.: Dan Pepper. Branch: Chicago, Ill., 6440 N. Ridgeway Ave. Zip: 60645. Tel: (312) 679-5470. Chief product: Pre-cut tape splices (Q/Splice for cartridges, Splicette for cassettes), cassette splicing & splicing/sensing roll tape.

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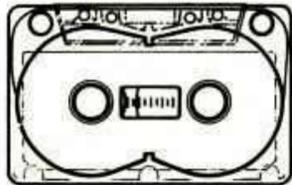
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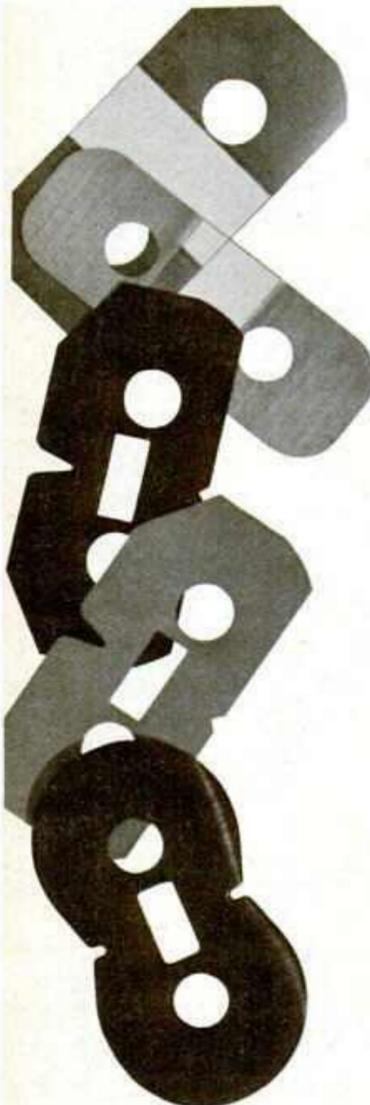
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Otari Corp., 981 Industrial Rd., San Carlos, Calif. 94070. Tel: (415) 343-2781. Chief product: Duplicators, loaders, QC monitors, run-in machines. P C E, see Professional Cassette Equip. Co. Parsons Inc., 31 Olney Ave., Churry Hill, N.J. 08003. Tel: (609) 424-1078. Pres.: Roy D. Parsons; Gen. Mgr.: Lupo Parsons; Sales Mgr.: Dolores Bruce-Lloyd. Chief product: Duplicators, winders, verifiers, exercisers & blanks. Pentagon Inds. Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.: Tom Horton; Sales Mgr.: William Brin. Chief product: Tape duplicators. Pratt-Spector Corp., 56 Merrick Rd., Rockville Centre, L.I., N.Y. 11571. Tel: (516) 764-5061. NYC Tel: (212) 227-0008. Pres.: Stanley Gilman; Gen. Mgr.: Andrew Barr; Sales Mgr.: Allan Frost. Chief product: Automatic labeler. Professional Cassette Equip. Co. (PCE), 1660 20 St., Santa Monica, Calif. 90404. Tel: (213) 829-2282. Partners: Richard Keaton, Edwin Bethune, Dean Theodos; VP Sales: Richard Keaton. Chief product: High speed cassette loading & handling equip., splicers. Recordex Corp., 1300 Booth Ave., Atlanta, Ga. 30318. Tel: (404) 351-7062. Pres.: Mort Miller; VP & Gen. Mgr.: Tom Allen. Chief product: High speed cassette duplicators. Recortec Inc., 777 Palomar Ave., Sunnyvale, Calif. 94086. Tel: (408) 735-8821. Pres.: Lester H. Lee; VP: Eldon A. Cori. Chief product: Cassette loaders (CTL) & duplicators (CDS).

S S K Ent's Inc., 3515 Burbank Blvd., Burbank, Calif. 91505. Tel: (213) 842-2144. Chief product: Semi-automatic splicers, winders. Saki Magnetics Inc., 1649 12 St., Santa Monica, Calif. 90404. Tel: (213) 451-8611. Pres. & Gen. Mgr.: Eugene Sakagawa; Sales Mgr.: Trevor Boyer. Chief product: Magnetic tape heads. Scandia Packaging Machinery Co., 180 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 473-6100. Pres.: W.B. Bronander Jr.; Customer Serv. Dept. Mgr.: Irene M. Menger. Chief product: Packaging machinery for wrapping, cartoning, labeling & shrinking. Shape Symmetry & Sun, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel: (207) 282-6155. Pres. & Sales Mgr.: Anthony Gelardi; VP: Paul Gelardi. Chief product: Automated assembly equip. Simtek Communications Inc., 2061 Broadway, New York, N.Y. 10023. Tel: (212) 595-7126. Pres.: D. Richard Kraus; Sales Mgr.: M. Rollini. Chief product: Duplicators & winders. Singer Prods. Co. Inc., 1 World Trade Center, Suite 2365, New York, N.Y. 10048. Tel: (212) 432-1400. Pres.: Arthur A. Singer; Sales Mgr.: Max Roth; Adv. Mgr.: S. Rosaler. Chief product: Bulk erasers. Sparta Electronic Corp., 5851 Florin-Perkins Rd., Sacramento, Calif. 95828. Sales Mgr.: J. Lawson. Chief product: Bulk erasers. Stevenson Packaging Equip. Co. Inc., 20434 Corisco, Chatsworth, Calif. 91311. Tel: (213) 998-1512. Pres.: Joseph Goldstein; Sales Mgr.: Steven Goldstein. Chief product: Shrink film packaging equip. Superscope Inc., Tape Dupl'g Div., 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 767-9750. Pres.: Joseph S. Tushinsky. Branch: San Fernando, Calif., 455 Fox St. Zip: 91340. Tel: (213) 365-1191. Gen. Mgr.: Darrell W. Zelke. Chief product: Automatic cassette tape winder. Tapemaker Sales Co. Inc., 2255 Broadway, New York, N.Y. 10024. Tel: (212) 874-0800. Chief product: Cassette & cartridge winders, high speed duplicators, materials for manufacturing & assembling. Telectro Systems Corp., 96-18 43 Ave., Corona, N.Y. Tel: (212) 651-8900. Pres.: Harry Sussman. Chief product: High speed duplicators. Telex Communications Inc., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman; VP Mktg.: James Arrington; Mktg. Dirs.: Peter Schwarz, Jim Dow, Sid Kitrell; Adv. Mgr.: Terry Longville. Chief product: Cassette & open reel duplicators. Trayco Inds. Inc., 1030 E. Duane, Sunnyvale, Calif. 94086. Tel: (408) 735-1414. Pres.: Jerry Trayler; Eng.: Arno Rohloff. Chief product: Cassette loaders, winders, high speed duplicators, mastering machines & all professional tape duplicating equip. U M C Electronics Co., Senstrol Div., North Haven, Conn. 06473. Tel: (203) 288-7731. Chief product: Automatic splice finders, bulk erasers. Unique Prods. Inc., 320 Second St. E., Rochester, Mich. 48063. Tel: (313) 651-4595. Pres. & Sales Mgr.: George Lusko; Gen. Mgr.: Paul Tucker. Chief product: Special digital components. World Wide Tapes Inc., 1580 Connally Dr., East Point, Ga. 30344. Tel: (404) 762-6249. Chief product: Cartridge winders.

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Tape Services Directory

PLAYBACK EQUIPMENT

Continued from page TR-5

Type of distribution: Independent distributors, manufacturers' representatives

N M C Ents. Inc., 3580 Oceanside Rd., Oceanside, N.Y. 11572. Tel: (516) 678-6770. Pres.: David Bernstein; Exec. VP: Jesse Selter. **Cartridge:** (4 home models) quadrasonic 8-tr.—discrete. Price range: \$79.95—\$229.95. **Brand name:** Masterwork. **Type of distribution:** Manufacturers' representatives.

National Electronics, 10501 NW Seventh Ave., Miami, Fla. 33138. Tel: (305) 751-8571. Pres.: Jack Chester; Sales Mgr.: John Maler. **Cartridge:** (3 auto, 2 home models). **Cassette:** (4 auto models); (1 home model) w/ noise reduction system; (8 portable models). **Brand name:** Riviera. **Type of distribution:** Manufacturers' representatives.

Newcomb Audio Prods. Co., 12881 Bradley Ave., Sylmar, Calif. 91342. Tel: (213) 367-1921. Pres.: Robert Newcomb; Adv. Agent: John Monson. **Cassette:** (5 portable models). Price range: \$187.45—\$249.95. **Brand name:** Newcomb. **Type of distribution:** Manufacturers' representatives.

Nordmende, see Sterling Hi-Fidelity.
North American Foreign Trading Corp., 1115 Broadway, New York, N.Y. 10010. Tel: (212) 255-5400. Pres.: Maurice Lowinger; Mgr.: Andrew Lowinger. **Cartridge:** (2 auto, 6 home, 3 portable models). Price range: \$39—\$195. **Cassette:** (3 portable models). Price range: \$29.95—\$79.95. **Brand name:** Unisonic.

Nuvox Electronics Corp., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-2110. Pres.: Edmond Sassoon; Sales & Adv. Mgr.: Abe Li-nado. **Cartridge:** (4 auto, 5 home, 3 portable models). Price range: \$39.95—\$299.95. **Cassette:** (6 portable models). Price: \$39.95. **Brand name:** Nuvox. **Type of distribution:** Independent distributors, manufacturers' representatives.

Olympic Int'l Ltd., 89-89 Union Tpk., Glendale, N.Y. 11227. Tel: (212) 261-9300. Pres.: Herbert Kabat; Sales Mgr.: Stanley Seltzer; Sales Admin'r.: Irving Murray. **Cartridge:** (23 home models) 22 8-tr., 1 quadrasonic 8-tr.—discrete. Price range: \$130—\$280. **Brand name:** Olympic. **Type of distribution:** Factory-owned branches.

Panasonic, see Matsushita.
Pax Ltd., 5125 Church St., Skokie, Ill. 60076. Tel: (312) 966-1690. Pres.: Harry Graw; Nat'l Sales Mgr.: Alfred M. Bender. **Cartridge:** (8 home models) 6 8-tr., 2 quadrasonic 8-tr. Price range: \$39.95—\$299.95. **Cassette:** (7 portable models). Price range: \$19.95—\$89.95. **Brand name:** Pax, Mercury. **Type of distribution:** Manufacturers' representatives.

Peerless Telerad Inc., 37-15 61 St., Woodside, N.Y. 11377. Tel: (212) 779-1515. Pres.: Samuel Cohen; Gen. & Adv. Mgr.: Harvey L. Stetson. **Cartridge:** (5 auto, 7 home, 2 portable models). Price range: \$49.95—\$299.95. **Cassette:** (1 home, 1 portable model). Price range: \$39.95—\$249.95. **Brand name:** Peerless. **Type of distribution:** Manufacturers' representatives.

Philco-Ford Corp., Union-Meeting Rd., Blue Bell, Pa. 19422. Tel: (215) 646-9100. Pres.: Thomas C. Page; VP Consumer Sales: James T. McMurphy; Audio-Video Prods. PR Specialist: Bernard Allmayer; Adv. Mgr.: Victor L. Klein. **Cartridge:** (18 home models) quadrasonic 8-tr.—3 discrete, 15 matrix. Price range: \$129.95—\$349.95. **Cassette:** (1 home model). Price: \$349.95. **Brand name:** Philco-Ford. **Type of distribution:** Independent distributors, factory-owned branches.

Philharmonic, see Morse Electro Prods.

Pioneer Electronics of America, 1555 E. Del Amo Blvd., Carson, Calif. 90746. Tel: (213) 639-5050. Pres.: John F. Doyle; Gen. Sales Mgr.: Stephen E. Solot. **Cartridge:** (7 auto models) 5 8-tr., 2 quadrasonic 8-tr.—discrete; (5 home models) 4 8-tr., 1 quadrasonic 8-tr.—discrete. Price range: \$49.95—\$279.95. **Cassette:** (3 auto, 3 portable models). Price range: \$79.95—\$129.95. **Brand name:** Pioneer.

RCA Consumer Electronics, 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) 635-9000. VP Mktg.: W.E. Boss; VP Sales: M.E. Kramer; VP Audio Prods.: M.H. Glauberman; VP Mktg. Servs.: R.E. Eddy; News & Information Mgr.: F.V. McCann. **Cartridge:** (11 home models) 8 8-tr., 3 quadrasonic 8-tr.—discrete; (2 portable models). Price range: \$68—\$280. **Cassette:** (10 home models). Price range: \$30—\$240. **Brand name:** RCA. **Type of distribution:** Independent distributors.

RCA Parts & Accessories, 2000 Clements Bridge Rd., Deptford, N.J. 08096. Tel: (609) 963-8000. VP & Gen. Mgr.: Paul Garver; Dist'n Sales Mgr.: Ken Giebel; Adv. & Sales Promo. Mgr.: Tony Ricketti.

Cartridge: (4 auto models) 3 8-tr., 1 quadrasonic 8-tr.—discrete. **Cassette:** (1 auto model). **Brand name:** RCA. **Type of distribution:** Independent distributors.

R S C, see Royal Sound Co.

Radio Shack, a Tandy Corp. Co., 2617 W. Seventh St., Fort Worth, Tex. 76107. Tel: (817) 335-3711. Pres.: Lewis F. Kornfeld; Sales Mgr.: Bernard S. Appel; Adv. Mgr.: Lawrence E. Blostein; Sales Promo. Co-ord.: H.L. Siegel. **Cartridge:** (6 auto models) 5 8-tr., 1 quadrasonic 8-tr.; (8 home models) 6 8-tr., 2 quadrasonic 8-tr.; (1 portable model). Price range: \$49.95—\$229.95. **Cassette:** (3 auto models); (4 home models) 2 w/ noise reduction system—Dolby; (2 portable models). Price range: \$49.95—\$319.95. **Open reel:** (4 home models) 1 2-tr., 2 4-tr., 1 quadrasonic—discrete; (2 portable models) 1 2-tr., 1 4-tr. Price range: \$79.95—\$299.95. **Brand name:** Realistic. **Quadrasonic adaptors.** **Type of distribution:** Manufacturer to retailers.

Rally, see Automatic Radio.
Ramson Trading Co. Inc., 1185 Broadway, New York, N.Y. 10001. Tel: (212) 679-9066. Pres.: K.D. Ramsey; Sales Mgr.: M.K. Ramsey; Adv. Mgr.: M. Phaire. **Cartridge:** (7 auto, 5 home, 2 portable models). Price range: \$19.50—\$125. **Cassette:** (1 auto, 1 home, 10 portable models). Price range: \$14.50—\$49.50. **Brand name:** Sublime. **Quadrasonic adaptors.** **Type of distribution:** Manufacturer to retailers, independent distributors, manufacturers' representatives.

Ranger, see Tenna.
Realistic, see Radio Shack.
Realtone, see Soundesign.
Revov Corp., 155 Michael Dr., Syosset, N.Y. 11791. Tel: (516) 364-1900. Pres.: Colin E. Hammond; Sales Mgr.: Peter H. Giddings; Adv. Mgr.: Warren K. Denby. **Open reel:** (6 home models) 3 2-tr., 3 4-tr., 2 w/ noise reduction system—Dolby B. **Quadrasonic adaptors.** **Brand name:** Revov. **Type of distribution:** Manufacturers' representatives.

Rhapsody, see B&B Import-Export.

Riviera, see National Electronics.
Ross Electronics (div. of Morris Electronics), 2834 S. Lock St., Chicago, Ill. 60608. Tel: (312) 376-9660. Sales Mgr.: E. Wollter. **Cartridge:** (3 home models) 2 8-tr., 1 quadrasonic 8-tr.—discrete; (4 portable models). Price range: \$63.50—\$244.95. **Cassette:** (5 portable models). Price range: \$33.50—\$46.50. **Brand name:** Ross. **Type of distribution:** Independent distributors, manufacturers' representatives. **Royal Sound Co. Inc.,** 409 N. Main St., Freeport, N.Y. 11520. Tel: (516) 868-2880. Pres. &

Sales Mgr.: Mervin A. Dayan; Adv. Agency: NR Adv. **Cartridge:** (5 auto models) 4 8-tr., 1 quadrasonic 8-tr.—discrete. **Cassette:** (2 auto models). **Brand name:** Royal Sound "RSC." **Type of distribution:** Manufacturer to retailers, independent distributors, manufacturers' representatives. **SABA USA William Pany Co.,** 724 N. Seventh St., Allentown, Pa. 18102. Tel: (215) 821-8984. Pres.: William Pany.

(Continued on page TR-34)

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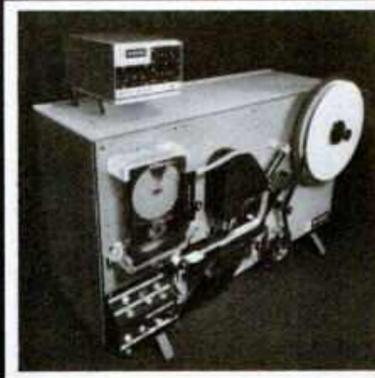
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Allison Audio Prods. Inc., 1290 Motor Pkwy., Hauppauge, N.Y. 11787. Tel: (516) 234-2010. Pres.: Louis Ligator; VP: Abe Chayet; Gen. Mgr.: Rainer Zopfy.
Product: Head cleaners & demagnetizers.

Amberg File & Index Co., 1625 Duane Blvd., Kankakee, Ill. 60901. Tel: (815) 933-3351. Pres.: John E. McPartlin; Gen. Mgr.: Myron Case; Sales Mgr.: Ralph Pina Jr.
Product: Carrying & storage cases.

Amertape Corp., see Audio Sonic Corp.

Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-3887. VP & Gen. Mgr.: John L. Porter; Mktg. Mgr.: Paul J. Weber; Nat'l Sales Mgr.: Bruce McGilway.
Product: Head cleaners & demagnetizers.

R. B. Annis Co., 1101 N. Delaware, Indianapolis, Ind. 46202. Tel: (317) 637-9282. Owner: R. B. Annis.
Product: Demagnetizers.

Arista Ent's. Inc., 35 Hoffman Ave., Hauppauge, L.I., N.Y. 11787. Tel: (516) 234-7000. Pres.: Alan Leifer.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Audio Devices Inc. (a Capitol Inds.-EMI Co.), 100 Research Dr., Glenbrook, Conn. 06906. Tel: (203) 327-6500. Pres.: A.P. Cunha; VP Mktg.: W. Dawson; Group Prod. Mgr.: J. Ricci.
Product: Pre-leadered tape.

Audio Dynamic Ent's., 1281 Logan, Costa Mesa, Calif. 92626. Tel: (714) 549-2271. Pres.: Gene Edwards; Gen. & Sales Mgr.: Frank Andres.
Product: Splicing tape.

Audio Sonic Corp., 807 Memorial Dr., Asbury Park, N.J. 07712. Tel: (201) 988-7771. Pres.: Ike Cabasso; Gen. Mgr.: Ralph Kraiem; Sales Mgr.: Michael Haddad.
Product: Head cleaners & demagnetizers.

Audiotex Electronics, see GC Electronics.

Audio Visual Communications Inc., PO Box 85, Radnor, Pa. 19087. Tel: (215) 825-1813. Pres.: J.L.C. Ulrich Jr.; Gen. Mgr.: John L. Butterworth; Sales Mgr.: John W. Ballantyne.
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Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

B T G Assocs. Inc., 129 W. 22 St., New York, N.Y. 10011. Tel: (212) 929-8435. Pres.: Richard Teich; Gen. Mgr.: Barry Berman.
Product: Head cleaners & demagnetizers.

Guy Barry Ent's. Inc., 92 Columbia Ave., Cedarhurst, N.Y. 11516. Tel: (516) 569-4227. Pres.: Guy Barry; Gen. Mgr.: S. Fetterman; Sales Mgr.: M. Barry.
Branch: North Miami Beach, Fla., 18071 Biscayne Blvd. Zip: 33160. Tel: (305) 931-4027/3352. Gen. Mgr.: S. Fetterman.
Product: Carrying & storage cases.

Becht Electronics Corp., 3087 N. California St., Burbank, Calif. 91504. Tel: (213) 846-5826. Pres.: Andrew B. Becht; Gen. & Sales Mgr.: Balazs Becht.
Product: Head cleaners & demagnetizers.

Bert-Co. Ent's., 1855 Glendale Blvd., Los Angeles, Calif. 90026. Tel: (213) 665-5137. Pres.: Berton P. Couturier; VP Mktg.: William J. McMullen; VP & Gen. Mgr.: Robert L. Couturier; Sales Mgr.: Lewis M. Cooper.
Product: Catalog servs.

Bib Accessories (div. of Revox Corp.), 155 Michael Dr., Syosset, N.Y. 11791. Tel: (516) 364-1900. Prod. Mgr.: Stan Somers.
Product: Carrying cases (cassettes only), head cleaners, splicing tape.

Bill's Case Co., 112-B Edgewater Park, Bronx, N.Y. 10465.
Product: Carrying & storage cases.

Blackbourn Inc., 1821 University Ave., St. Paul, Minn. 55104. Tel: (612) 646-2781. Pres.: D.S. Nicholson; VP Sales: R.A. Askay.
Product: Carrying & storage cases.

W.H. Brady Co., 2221 W. Camden, Milwaukee, Wis. 53201. Tel: (414) 332-8100. Pres.: J.E. Larson; Sales Mgr.: D.R. McGrew; Prod. Mgr.: John Arnold.
Product: Splicing tape.

Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, N.Y. 11572. Tel: (516) 764-3792. Pres.: Ruth Schwartz; Gen. & Sales Mgr.: Rudy Schwartz.
Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leadered & splicing tape.

C B A, PO Box 791, Franklin D. Roosevelt Sta., New York, N.Y. 10022. Tel: (212) 355-7387. Pres.: Claude Brennan.
Product: Carrying & storage cases, head cleaners & demagnetizers.

California Artists Corp., PO Box 11474, Fresno, Calif. 93773. Tel: (209) 266-9570. Pres.: Ray Camacho; Gen. Mgr.: Jose Cruz; Sales Mgr.: Jess Luna.
Product: Carrying & storage cases, catalog servs., head cleaners & demagnetizers, pre-leadered & splicing tape.

Cartridge Control Corp., 2091 Faulkner Rd. NE, Atlanta, Ga. 30324. Tel: (404) 633-4577. Pres.: R.D. Comstock; Gen. & Sales Mgr.: Bill Evans.
Product: Head cleaners & demagnetizers.

Casemakers Inc., 805 E. 31 St., LaGrange Park, Ill. 60525. Tel: (312) 242-1430. Pres.: Allen E. Terman; VP Sales: Jack R. Scanlan.
Product: Carrying & storage cases.

Christian Dupl'ns Inc., 101 Wymore Rd., Suite 103, Altamonte Springs, Fla. 32701. Tel: (305) 862-0166. Pres.: R.B. Turney; Gen. Mgr.: Marilyn Kubik.
Product: Carrying & storage cases, head cleaners & demagnetizers.

Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Sales Mgr.: Ted Cohen.
Branch: Los Angeles, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 466-2481. Sales Mgr.: Bob Morrison.
Product: Head cleaners, pre-leadered & splicing tape.

Cook Consultants Inc., 2512 SW Third Ave., Fort Lauderdale, Fla. 33315. Tel: (305) 522-0222. Pres.: Ray Franklin.
Branch: Orlando, Fla., 1340 W. Central Blvd. Zip: 32805. Tel: (305) 841-4430. Sales Mgr.: Duane Roberts.
Product: Pre-leadered & splicing tape.

Creative Packaging Co. (div. of Eli Lilly & Co.), 740 S. Alabama St., Indianapolis, Ind. 46206. Tel: (317) 261-2287. VP Mktg.: T.J. Beasley; Mktg. Dirs.: D.M. Ball, J.W. Laurien.
Branches: Los Angeles, Calif., 11704 Wilshire Blvd., Suite 232. Zip: 90025. Tel: (213) 478-9891. Sales Mgr.: J.D. Kohn—Oak Brook, Ill., 1301 22 St., Suite 300. Zip: 60521. Tel: (312) 654-0090. Sales Mgr.: H.J. Trabisly, R.E. Jenks—Hackensack, N.J., 1 University Plaza. Zip: 07601. Tel: (201) 488-5151. Sales Mgr.: D.J. Mullarkey.
Product: Tapkase & Taprap cassette carrying & storage cases.

Crest Mfg. Co., PO Box 488, Edgefield, S.C. 29824. Tel: (803) 637-3171. Pres.: Daniel Larkin Jr.; Gen. Mgr.: Dan Larkin; Sales Mgr.: E.C. Fuller.
Product: Carrying & storage cases.

Custom Case Mfg. Co., 6232 Bragg Blvd., Fayetteville, N.C. 28302. Tel: (919) 867-6111. Pres.: Albert F. Metzger; Sales Mgr.: L. Michael Wright.
Product: Carrying & storage cases.

D A K Inds. Inc., 10845 Vanowen, North Hollywood, Calif. 91605. Tel: (213) 984-1559. Pres. & Sales Mgr.: Drew Alan Kaplan; Gen. Mgr.: Turman Rushton.
Product: Pre-leadered tape.

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Sales Mgr.: Larry Hockemeyer.
Product: Carrying & storage cases.

Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel: (312) 625-3340. Pres., Gen. & Sales Mgr.: James R. Walsh.
Product: Carrying & storage cases.

DOSix, see Double Sixteen Co.

Double Sixteen Co., Box 1616, 407 Gundersen, Wheaton, Ill. 60187. Tel: (312) 653-1616. Pres.: James Canon; Sales Mgr.: Tom Canon.
Product: DOSix carrying & storage cases.

Duotone Co. Inc., 6875 SW 81 St., South Miami, Fla. 33143. Tel: (305) 665-1121. Pres. & Sales Mgr.: Stephen Nester; Gen. Mgr.: Benjamin Rosenberg.
Product: Carrying & storage cases, head cleaners & demagnetizers, splicing tape.

E V/ Game Inc., 186 Buffalo Ave., Freeport, N.Y. 11520. Tel: (516) 378-0440. Pres.: Michael Damsky; Gen. Mgr.: Gerry Damsky; Sales Mgr.: Jim Rohr.
Product: Head cleaners & demagnetizers.

Editall, see Elpa Mktg. Ind. Inc.

Electronic Homes Co., 24-64 Crescent St., Suite 2, Astoria, N.Y. 11102. Tel: (212) 545-3094. Chm.: George T. Saddler; Pres.: Michael Sivan; Gen. Mgr.: Harry Baker; Sales Mgr.: Elias Smyrna.
Product: Head cleaners & demagnetizers.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor; VP & Sales Mgr.: Allen Schor.
Product: Head cleaners.

Elpa Mktg. Ind. Inc., Thorens & Atlantic Aves., New Hyde Park, N.Y. 11040. Tel: (516) 746-3002. Pres.: E.L. Childs; Gen. Mgr.: E.L. Hendrickson; Sales Mgr.: M.A. Leslie.
Branch: Scottsdale, Ariz., 7301 E. Evans Rd. Zip: 85253. Tel: (602) 948-1070. Gen. Mgr.: P.W. Kind; Sales Mgr.: R.C. Shene.
Product: Splicing tape (Editall).

Esmond Inds. Inc., 666 Fifth Ave., New York, N.Y. 10019. Tel: (212) 765-3442. Pres.: Bennett Asquith; Gen. Mgr.: Lyz Kurnitz; Sales Mgr.: Fred Orton.
Product: Carrying & storage cases.

Fidelitone Inc., 207 N. Woodwork Ln., Palatine, Ill. 60067. Tel: (312) 359-8800. Pres.: Douglas F. Hudson; Gen. Mgr.: Charles Smith; Sales Mgr.: Hiram A. Prince.
Product: Head cleaners & demagnetizers, splicing tape.

Fidelity Prods. Co. Inc., 5150 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 934-1171. Pres.: Sanford Sykes; Sales Mgr.: Martin Waterman.
Product: Carrying & storage cases.

G C Electronics, 400 S. Wymen, Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: A.C. Valiulis; Sales & Mktg. Dir.: Ed Crockett; Sales Mgr.: Bob Aubery.
Product: Head cleaners & demagnetizers, splicing tape.

Harrison Tape Guide, 143 W. 20 St., New York, N.Y. 10011. Tel: (212) 243-8912. Pres.: Gerald Weiss; Gen. Mgr.: Sybil Weiss; Sales Mgr.: Ellen Schneider.
Product: Catalog servs.

Hi-Flex Corp., 289 Huyler St., South Hackensack, N.J. 07606. Tel: (201) 487-3027. Pres.: Robert Lovatt; Gen. & Sales Mgr.: Jeff St. Thomas.
Product: Head cleaners.

Horian Ent's. Inc., 12381 Schaefer, Detroit, Mich. 48227. Tel: (313) 933-6900. Pres.: Richard Horian; Sales Mgr.: M. Braun.
Product: Carrying & storage cases.

Interfact Electronics Co., 321 New Haven Ave., Milford, Conn. 06460. Tel: (203) 874-8038. Pres.: Mark Olenski; Gen. Mgr.: Chuck Williams; Sales Mgr.: Tom O'Loughlin.
Product: Head cleaners & demagnetizers, pre-leadered tape.

Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y. 11803. Tel: (516) 293-5582. Pres.: Sol Zigman; Gen. Mgr.: Hy Zigman; Sales Mgr.: George Krug.
Branch: Miami, Fla., Flagler Plaza Bldg., Suite 4K, 4100 W. Flagler St. Zip: 33134. Tel: (305) 448-9038. Gen. Mgr.: Moe Roth.
Product: Head cleaners & demagnetizers, splicing tape.

J & J Ent's., 549 Wheeling Ave., Cambridge, Ohio 43725. Tel: (614) 432-6476. Pres. & Gen. Mgr.: J.W. Parks.
Product: Carrying & storage cases, catalog servs.

J-S Wood Prods. Inc., 11309 Emerald, Dallas, Tex. 75229. Tel: (214) 620-2006. Pres.: Jack Shapiro; Sales Mgr.: Jay Sharp.
Product: Carrying & storage cases.

Juliette, see Topp Electronics Inc.

Kirby Case Co., PO Box 5625, 5519 Bragg Blvd., Fayetteville, N.C. 28303. Tel: (919) 868-5081.
Product: Carrying & storage cases.

Kustom Kreations Inc., 19316 Londelius St., Northridge, Calif. 91324. Tel: (213) 888-8383. Pres.: William Lang; Sales Mgr.: Floyd Sanders.
Product: Carrying & storage cases.

L U C E Mfg. Co., 6800 St. John Ave., Kansas City, Mo. 64123. Tel: (816) 241-3500. Gen. Mgr.: Harry Lublow; Sales Mgr.: Tony Priore.
Product: Carrying & storage cases.

Lafayette Radio Electronics, 111 Jericho Tnpk., Syosset, L.I., N.Y. 11791. Tel: (516) 921-7700. Pres.: L. Pearlman.
Product: Demagnetizers.

Le-Bo Prods. Co. Inc., 71-08 51 Ave., Woodside, N.Y. 11377. Tel: (212) 458-7700. Pres.: Leslie Bokor; Gen. Mgr.: Al Alexander; Sales Mgr.: Leslie Dame.
Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leadered & splicing tape.

List-O-Tapes (div. of Trade Serv. Publ'ns Inc.), 2720 Beverly Blvd., Los Angeles, Calif. 90057. Tel: (213) 385-4211. Pres.: A.H. Gudge; Gen. Mgr.: J.F. Simpson; Sales Mgr.: W.A. Mundy.
Product: Catalog servs.

Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-8300. Pres.: Darrell D. Scholten; Gen. Mgr.: Carl Volpe; VP Sales: Thomas J. Hofbauer.
Product: Head cleaners.

Magnadyne Corp., PO Box 757, Beverly Hills, Calif. 90213. Tel: (213) 278-0107. Pres.: Barry L. Caren; Gen. Mgr.: Dave Gurian; Sales Mgr.: Harvey Feeder.
Product: Carrying & storage cases, splicing tape.

Magna Sonic Inc., 1231 Wheaton, Troy, Mich. 48084. Tel: (313) 689-6167. Pres.: R. Czarnik; Gen. Mgr.: William Goguen.
Product: Head cleaners & demagnetizers.

Marathon Prods. Corp., 334 W. Boylston St., West Boylston, Mass. 01583. Tel: (617) 553-0988. Pres.: Richard D. Myers; Gen. Mgr.: Bart Bagdasarian.
Product: Head cleaners & demagnetizers, splicing tape.

Marvell Pharmaceutical & Packaging Co., see BTG Assocs. Inc.

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri; Gen. Mgr.: Marco Maccaferri; Mktg. & Sales Dir.: Jules L. Sack.
Product: Head cleaners & demagnetizers, pre-leadered tape.

Memorex Corp., Consumer Prods. Div., 1200 Memorex Dr., Santa Clara, Calif. 95052. Tel: (408) 987-1000. Pres.: L.L. Spitters; Gen. Mgr.: Robert Jaunich III; Sales Mgr.: Barry K. Berghorn.
Branches: Los Angeles, Calif., 3435 Wilshire Blvd., Suite 1900. Zip: 90005—Oakbrook, Ill., 515 Commerce Dr. Zip: 60521—New York, N.Y., 1700 Broadway. Zip: 10019.
Product: Head cleaners & demagnetizers.

Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) 871-4100. Pres.: Michael M. Somma; VP Tape Div.: W.P. Noble.
Product: Head cleaners.

Metro Prods. Inc., 11875 Stephens, Warren, Mich. 48089. Tel: (313) 754-2900. Pres.: Walter K. Winkle; Gen. Mgr.: Gwenn Melnyk; Sales Mgr.: Patricia Winkle.
Product: Carrying & storage cases.

N E R T of New England, Sales Mgr.: Commander Penguin; see PBN Survey/NERT of New England.

National Communication Arts Inc., 24 W. Sheffield Ave., Englewood, N.J. 07631. Tel: (201) 871-3000. Pres.: Alexander Magocsi Jr.; Sales Mgr.: Joan Irving.
Product: Pre-leadered & splicing tape.

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 545-0401. Pres.: John Yngve; VP Mktg.: Mervin Kronfeld; Mktg. Mgr.: Ed Bedell; Sales Mgr.: Roger Czerniak.
Product: Head cleaners & demagnetizers, splicing tape.

P B N Survey/NERT of New England, PO Box 268, 31 Hobson St., Lawrence, Mass. 01842. Tel: (617) 686-4293. Pres.: Jerry P. Marcus; Gen. Mgr.: Melvin L. Marcus; Sales Mgr.: Jennie Marcus.
Product: Catalog servs.

P S G Rec'g Studio, 4322A N. Lamar, Austin, Tex. 78756. Tel: (512) 454-5653. Owner: Pedro S. Gutierrez.
Product: Carrying & storage cases, head cleaners & demagnetizers, splicing tape.

Parsons Inc., 31 Olney Ave., Cherry Hill, N.J. 08003. Tel: (609) 424-1078. Pres.: Roy D. Parsons; Gen. Mgr.: Lupe Parsons; Sales Mgr.: Dolores Bruce-Lloyd.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Peerless-Vidronic Corp., 60 West St., Bloomfield, N.J. 07003. Tel: (201) 429-8600. Pres.: Herb Ravis; Sales Mgr.: Jerry Geller.
Product: Carrying & storage cases.

Pentagon Inds. Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.: Tom Horton; Sales Mgr.: William Brin.
Product: Carrying & storage cases.

Pfanstiehl Chemical Corp., 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres. & Gen. Mgr.: R. Bruce Wight; Sales Mgr.: C. Al Clinton.
Product: Head cleaners & demagnetizers.

Pratt-Spector Corp., 56 Merrick Rd., Rockville Centre, L.I., N.Y. 11571. Tel: (516) 764-5061. NYC Tel: (212) 227-0008. Pres.: Stanley Gilman; Gen. Mgr.: Andrew Barr; Sales Mgr.: Allan Frost.
Product: Head cleaners & demagnetizers, splicing tape.

Pres-Tige Label Corp., 49 South Mall, Plainview, L.I., N.Y. 11803. Tel: (516) 249-2870. VP & Gen. Mgr.: Ernie Menkes.
Product: Splicing tape.

Quality Display, PO Box 1108, Charlotte, N.C. 28201. Tel: (704) 394-0351. Contact: Dave Touzel.
Product: Carrying & storage cases.

R C A Electronic Components, 415 S. Fifth St., Harrison, N.J. 07029. Tel: (201) 485-3900. Exec. VP: J.B. Fares; Sales Mgr.: M.S. Lewis.
Product: Carrying & storage cases, head cleaners & demagnetizers, splicing tape.

Radio Shack (a Tandy Corp. Co.), 2617 W. Seventh St., Fort Worth, Tex. 76107. Tel: (817) 335-3711.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres.: Ray Abrams Sr.; Gen. Mgr.: Nori Abrams; Sales Mgr.: Fred Muse Jr.
Product: Carrying & storage cases, head cleaners & demagnetizers, splicing tape.

Recordaid Inc., PO Box 14338, Philadelphia, Pa. 19152. Pres.: D.W. Exline.
Product: Catalog servs.

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Tape Services Directory

Record Exchange, 1000 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 529-9577. Owner, Pres. & Gen. Mgr.: William Franklin; Sales Mgr.: Jeanne Franklin. Product: Head cleaners & demagnetizers.

Record Research, PO Box 82, Menomonee Falls, Wis. 53051. Tel: (414) 251-5408. Pres.: Joel Whitburn; Gen. Mgr.: David Whitburn; Sales Mgr.: Bill Kline. Product: Catalog servs.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Herbert H. Borchardt; Sales Mgr.: Peter Wish. Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leadered & splicing tape.

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375. Tel: (212) 544-9800. Pres.: Marshall Weingarden. Product: Carrying & storage cases.

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman D. Post; VP: Jack Friedland; Export Sales Mgr.: Sam Jones. Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leadered & splicing tape.

Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres. & Gen. Mgr.: Mervin A. Dayan; VP Mktg.: John E. Corbin. Product: Add-N-Stack carrying & storage cases, pre-leadered & splicing tape.

Rubbermaid Inc., 1147 Akron Rd., Wooster, Ohio 44691. Tel: (216) 264-6464. Product: Carrying & storage cases.

Savoy Leather Mfg. Corp., 260 Neck Rd., Haverhill, Mass. 01830. Tel: (617) 374-0351. Pres.: Fred Savoy; Gen. Mgr.: Norm Savoy; Sales Mgr.: Peter Woolf. Product: Carrying & storage cases.

Saxon Adhesive Prods. Inc., 46-02 28 St., Long Island City, N.Y. 11101. Tel: (212) 361-3080. VP Mktg.: Arnold Rolheart. Product: Splicing tape.

Schwann Rec. & Tape Guide, 137 Newbury St., Boston, Mass. 02116. Tel: (617) 261-3143. Pres.: William Schwann; Sales Mgr.: Ann Mitchell. Product: Catalog servs.

Schweizer Design of America Inc., PO Box 751, Hopkins, Minn. 55343. Tel: (612) 933-3047. Pres.: Steven Teachout; Sales Mgr.: Leslie W. Neff. Product: Carrying & storage cases, head cleaners & demagnetizers.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal. Product: Carrying & storage cases.

Sentry Inds. Inc., 221 N. MacQuesten Pkwy.,

Mount Vernon, N.Y. 10551. Tel: (914) 664-2909. Pres.: Harold Rosen; Gen. Mgr.: Barry Rosen; Sales Mgr.: Barry Lane. Product: Carrying & storage cases, head cleaners & demagnetizers.

Service Mfg. Co. Inc., 155 Saw Mill River Rd., Yonkers, N.Y. 10701. Tel: (914) 467-1700. VP: Joseph L. Berkman; Sales Mgr.: Richard Rosenberg. Product: Carrying & storage cases.

Simpac Int'l Inc., 369 San Miguel Dr., Suite 365, Newport Beach, Calif. 92660. Tel: (714) 644-

6857. Pres.: George A. Martinez; Gen. Mgr.: Artyv T. Tisdall; Sales Mgr.: Paul Burns. Product: Carrying & storage cases.

Singer Prods. Co. Inc., 1 World Trade Center, Suite 2365, New York, N.Y. 10048. Tel: (212) 432-1400. Pres.: Arthur A. Singer; Sales Mgr.: Max Roth; Adv. Mgr.: S. Rosaler. Product: Demagnetizers.

Soma Mfg. Co., 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Gen. Mgr.: Howard Holkestad. Product: Carrying & storage cases.

Sparkomatic Corp., Milford, Pa. 18337. Tel: (717) 296-6444. Pres.: Edward Anchel; Sales Mgr.: J.D. Pedranti. Branch: Gardena, Calif., Sparkomatic Corp. of California, 1555 W. Rosecrans, Zip: 90249. Tel: (213) 532-8400. Gen. Mgr.: Hal Marsh. Product: Carrying & storage cases.

Stac-All, 1650 W. Big Beaver Rd., Troy, Mich. 48064. Tel: (313) 643-6612. Product: Carrying & storage cases.

Sterling Prods. Co. Inc., 1689 Oakdale Ave., West

St. Paul, Minn. 55118. Tel: (612) 455-6691. Pres.: Sherman W. Blumstein; VP: Sterling Blumstein. Product: Carrying & storage cases.

Tanagraphics Inc., 153 W. 27 St., New York, N.Y. 10001. Tel: (212) 255-6876. Pres.: Fred Goldstein; Gen. Mgr.: James Cox; Sales Mgr.: Dan Green. Product: Catalog Servs.

Tapemaker Sales Co. Inc., 2255 Broadway, New

(Continued on page TR-26)



TA-54 8-TRACK CARRYING CASE



TA-116 DELUXE 8-TRACK CARRYING CASE



TA-104 VINYL 8-TRACK CARRYING CASE



TA-129 ECONOMY CASSETTE CASE



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TA-125 ECONOMY 8-TRACK CARRYING CASE

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TA-118 DELUXE CASSETTE CARRYING CASE



TA-156 HOME STORAGE 8-TRACK UNIT



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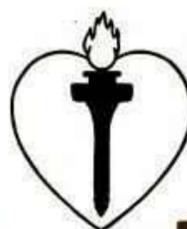
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ACCESSORIES

• Continued from page TR-25

York, N.Y. 10024. Tel: (212) 874-0800.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Tape Servs. Inc., 7015 Westfield Ave., Pennsauken, N.J. 08110. Tel: (609) 665-3323. Pres.: William F. Mulcahy; Nat'l Sales Mgr.: David R. Sykes.
Product: Head cleaners & demagnetizers.

Tapkase, see Creative Packaging Co.

Taprap, see Creative Packaging Co.

Teac Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303.
Product: Head cleaners & demagnetizers.

TelePro Inds. Inc., 3 Olney Ave., Cherry Hill, N.J. 08002. Tel: (609) 424-1234. Pres.: Dennis W. Boardman; Sales Mgr.: R.W. Cappello.
Product: Carrying & storage cases, splicing tape.

3M Co., Magnetic Audio/Video Prods. Div., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: R.H. Herzog; Gen. Mgr.: John Povolny; Sales Mgr.: D.T. Windahl.
Branch: PO Box 3211, 935 Bush Ave. Zip: 55133. Tel: (612) 733-1110.
Branches: Anchorage, Alaska, 3934 Spennard Rd. Zip: 99503. Tel: (907) 279-6481—Burbank, Calif., 126 W. Elm Court. Zip: 91502. Tel: (213) 848-5534—Los Angeles, Calif., 6023 S. Garfield Ave. Zip: 90040. Tel: (213) 726-1511—South San Francisco, Calif., 320 Shaw Rd. Zip: 94080. Tel: (415) 761-1155—Washington, D.C., 1750 Pennsylvania Ave. NW, Suite 1100. Zip: 20006. Tel: (202) 298-9200—Chamblee, Ga., 5925 Peachtree Ind'l Blvd. Zip: 30341. Tel: (404) 451-1661—Honolulu, Hawaii, 2880 Ualena St. Zip: 96819. Tel: (808) 841-0147—Argo, Ill., 6850 S. Harlem Ave. Zip: 60501. Tel: (312) 585-7800—Needham Heights, Mass., 155 Fourth Ave. Zip: 02194. Tel: (617) 449-0300—Farmington, Mich., 23923 Research Dr. Zip: 48024. Tel: (313) 477-5000—St. Louis, Mo., PO Box 510, 10725 Baur Blvd. Zip: 63166. Tel: (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip: 07006. Tel: (201) 227-9100, NYC Tel: (212) 285-9600—Buffalo, N.Y., PO Box 369, 330 Greene St. Zip: 14240. Tel: (716) 894-5214—High Point, N.C., PO Box 151, 2401 Brevard St. Zip: 27261. Tel: (919) 883-0141—Cincinnati, Ohio, 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip: 44130. Tel: (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 742-0200—Dallas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 327-7311—Seattle, Wash., 100 Andover Park W., Andover Ind'l Park. Zip: 98188. Tel: (206) 244-7200.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Topp Electronics Inc., 4201 NW 77 Ave., Miami, Fla. 33166. Tel: (305) 592-3700. Pres.: Louis Topp; Sales Mgr.: Charles Kates; Adv. Dir.: Selwyn Kent.
Product: Head cleaners (Juliette).

Transworld Ents., see National Communication Arts Inc.

Unitape Corp., 1905 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 645-3025. Pres.: Morris Cabasso; Gen. Mgr.: Ronald Colonna; Sales Mgr.: Jack Cabasso.
Product: Carrying & storage cases, head cleaners & demagnetizers.

Universal Audio Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. Pres.: Tom Horton; Sales Mgr.: N.C. Bellow.
Product: Carrying & storage cases.

Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Vis-A-Pak Mfg. Corp., 185 Bethpage Sweet Hollow Rd., Old Bethpage, N.Y. 11804. Tel: (516) 293-4242. Gen. Mgr.: Samuel J. Boker; Sales Mgr.: Murray Weill.
Product: Carrying & storage cases.

Walco-Link Corp., Rts. 3 & 46, Clifton, N.J. 07015. Tel: (201) 471-1070. Pres. & Sales Mgr.: H.A. Bodkin.
Product: Carrying & storage cases.

Webtek Corp., 4326 W. Pico Blvd., Los Angeles, Calif. 90019. Tel: (213) 937-3511. Pres.: Joseph Klein; Sales Mgr.: Dan Pepper.
Branch: Chicago, Ill., 6440 N. Ridgeway Ave. Zip: 60645. Tel: (312) 679-5470.
Product: Splicing tape.

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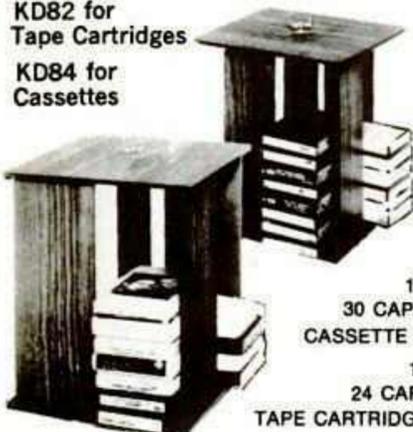
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Tape Services Directory

STORE FIXTURES & MERCHANDISING AIDS MANUFACTURERS

Ad-Vertising Unlimited, PO Box 8135, Chicago, Ill. 60680. Tel: (312) 787-8220. Pres.: R.C. Hillsman; Gen. Mgr.: N.J. Hillsman; Sales Mgr.: Howard Pittman.
Product: Browser boxes, display racks, divider cards.

Alabama Paper Stock Co., 1428 Temple Ave., South Fayette, Ala. 35555. Tel: (205) 932-6722. Owner & Pres.: Joe T. Couch.
Product: Browser boxes, display racks & divider cards.

George Alexander Group Inc., 35-25 Prince St., Flushing, N.Y. 11354. Tel: (212) 886-5600. Pres.: Kev Devejan.
Product: Browser boxes, display racks, divider cards.

Arsey Display Mfg. Corp., PO Box 607, 60 West Ave., Patchogue, L.I., N.Y. 11772. Tel: (516) 475-0193. Pres.: Arnold Boden; Sales Mgr.: Leigh Boden.
Product: Display racks.

Art-Phyl Creations, 508 Frelinghuysen Ave., Newark, N.J. 07114. Tel: (201) 248-5100. Sales Mgr.: Art Hochman.
Product: Display racks.

B T G Assocs. Inc., 129 W. 22 St., New York, N.Y. 10011. Tel: (212) 929-8435. Pres.: Richard Teich; Gen. Mgr.: Barry Berman.
Product: Display racks & divider cards.

Guy Barry Ents. Inc., 92 Columbia Ave., Cedarhurst, N.Y. 11516. Tel: (516) 569-4227. Pres.: Guy Barry; Gen. Mgr.: S. Fetterman; Sales Mgr.: M. Barry.
Branch: North Miami Beach, Fla., 18071 Biscayne Blvd. Zip: 33160. Tel: (305) 931-4027/3352. Gen. Mgr.: S. Fetterman.
Product: Browser boxes & display racks.

Ted Bushman Signs, 627 Broadway, Massapequa, L.I., N.Y. 11758. Tel: (516) 798-8590. Owner: Ted Bushman.
Product: Divider cards.

Cabinets Inc., PO Box 6446, Jackson, Miss. 39212. Tel: (601) 373-6328. Pres.: R.J. Reetz.
Product: Display racks.

Cesco Mfg. Inc., 10 Allen St., Springfield, Ill. 01108. Tel: (413) 733-6621. Pres.: Alan H. Finkle; Gen. Mgr.: William Phillips; Sales Mgr.: Michael L. Washak.
Product: Browser boxes, display racks, divider cards.

Christian Dupl'ns Inc., 101 Wymore Rd., Suite 103, Altamonte Springs, Fla. 32701. Tel: (305) 862-0166. Pres.: R.B. Turney; Gen. Mgr.: Marilyn Kubik.
Product: Display racks.

Container-Kraft Inc., 8321 DeCels Pl., Sepulveda, Calif. 91343. Tel: (213) 893-9721. Pres.: Arthur Garson; VP: Russell Garson; Sales Mgr.: Harry Krigsman.
Product: Browser boxes.

Creative Store Equip. Inc., 1000 Airport Rd., Terrell, Tex. 75160. Tel: (214) 563-5869, 226-7248. Pres.: Jerry G. White; Gen. Mgr.: John L. Bowen; Sales Mgr.: Jackie Aslin.
Product: Display racks.

Custom Display, Box 137, Rogue River, Ore. 97537.
Product: Display fixtures.

Dibo Dists., 23 Prospect St., Port Jervis, N.Y. 12771. Tel: (914) 856-6312/7045/8735.
Product: Display cases.

Display Equip. Mfg. Co., 729 S. Fidalgo, Seattle, Wash. 98108. Tel: (206) 763-8600. Pres.: L. Lavinthal; Gen. Mgr.: C. Blacksmith; Sales Mgr.: Steve Kugel. Branch: 1000 First Ave. S. Zip: 98134. Tel: 623-0706. Gen. & Sales Mgr.: Weiden Dolgoff.

Product: Browser boxes, display racks.

Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel: (312) 625-3340. Pres.: Gen. & Sales Mgr.: James R. Walsh.
Product: Display racks.

Esmond Inds. Inc., 666 Fifth Ave., New York, N.Y. 10019. Tel: (212) 765-3442. Pres.: Bennett Asquith; Gen. Mgr.: Lyz Kurnitz; Sales Mgr.: Fred Orton.
Product: Display racks.

Ever-Ready Packaging & Assembly Div., Reliance Folding Carton Corp., 225 Belleville Ave., Bloomfield, N.J. 07003. Tel: (201) 748-6677. Gen. Mgr.: Hayden Morris.
Product: Display racks.

Fidelitone Inc., 207 N. Woodwork Ln., Palatine, Ill. 60067. Tel: (312) 359-8800. Pres.: Douglas F. Hudson; Gen. Mgr.: Charles Smith; Sales Mgr.: Hiram A. Prince.
Product: Display racks.

Freedman Artcraft Eng'g Corp., PO Box 228, Charlevoix, Mich. 49720. Tel: (616) 547-6501. Pres.: Gordon L. Freedman; VP: Jack C. Grubaugh; Sales Mgr.: L.L. Espich. Branch: Vernon, Calif., 4275 Exchange Ave. Zip: 90058. Tel: (213) 773-2070. Sales & Opns. Mgr.: Ronald D. Lloyd.
Product: Browser boxes & display racks.

Gopher Prods. Corp., PO Box 1812, Carson City, Nev. 89701. Tel: (702) 882-9333. Pres. & Gen. Mgr.: Warren Perkins.
Product: Divider cards.

Hamilton Fixture Co., PO Box 395, 1600 Irma Ave., Hamilton, Ohio 45012. Tel: (513) 868-2144. Pres.: John Schlegel.
Product: Browser boxes, display racks.

A. C. Hampson Printing Co. Inc., 168 City Hill St., Union City, Conn. 06770. Tel: (203) 729-2294. Pres.: A.C. Hampson; VP & Gen. Mgr.: A.D. Hampson; Sales Mgr.: R.C. Lovering.
Product: Divider cards.

Hit Program Serv., 1175 Broad St., Newark, N.J. 07114. Tel: (201) 243-0222. Gen. Mgr.: Dick Steinberg; Sales Mgr.: William Thomas.
Product: Divider cards.

J-S Wood Prods. Inc., 11309 Emerald, Dallas, Tex. 75229. Tel: (214) 620-2006. Pres.: Jack Shapiro; Sales Mgr.: Jay Sharp.
Product: Browser boxes, display racks.

Kobrin Store Fixture Co., 254 Wallabout St., Brooklyn, N.Y. 11206. Tel: (212) 387-1747. Co-owner & Sales Mgr.: Samuel Kobrin; Gen. Mgr.: Ben Kobrin.
Product: Browser boxes, display racks.

Kustom Creations Inc., 19316 Londelius, Northridge, Calif. 91324. Tel: (213) 886-8383. Pres.: William Lang; Sales Mgr.: Floyd Sanders.
Product: Display racks.

Le-Bo Prods. Co. Inc., 71-08 51 Ave., Woodside, N.Y. 11377. Tel: (212) 458-7700. Pres.: Leslie Bokor; Gen. Mgr.: Al Alexander; Sales Mgr.: Leslie Dame.
Product: Display racks, divider cards.

Liberty Fixture Inc., 2467 Mariposa Rd., Stockton, Calif. 95206. Tel: (209) 948-1176. Pres. & Sales Mgr.: Leonard Semler.
Product: Browser boxes, display racks.

Magnetic Tape Eng'g Corp. (Magtec), 8120 Webb Ave., North Hollywood, Calif. 91605. Tel: (213) 768-6100. Pres.: S. Gerald Stone; Gen. Mgr.: Len Feldman; Nat'l Sales Mgr.: Bob Bilkiss.
Product: Display racks.

Marshall Assocs., 30 Marksman Ln., Levittown, N.Y. 11756. Tel: (516) 796-2076. Pres.: H. Marshall.

Product: Divider cards.

Marvell Pharmaceutical & Packaging Co., see BTG Assocs. Inc.

Music Mktg. Int'l Inc., 7033 Sunset Blvd, Suite 318, Hollywood, Calif. 90028. Tel: (213) 464-8193. Pres.: Buz Wilburn.
Product: Browser boxes, display racks, divider cards.

N E R T of New England, Sales Mgr.: Commander Penguin; see PBN Survey/NERT of New England.

National Communication Arts Inc., 24 W. Sheffield Ave., Englewood, N.J. 07631. Tel: (201) 871-3000. Pres.: Alexander Magocsi Jr.; Sales Mgr.: Joan Irving.
Product: Display racks.

P B N Survey/NERT of New England, PO Box 268, 31 Hobson St., Lawrence, Mass. 01842. Tel: (617) 686-4293. Pres.: Jerry P. Marcus; Gen. Mgr.: Melvin L. Marcus; Sales Mgr.: Jennie Marcus.
Product: Divider cards.

Pacific Eye & Ear Co. Inc., 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 464-7358. Pres.: Tony Grabois; VP & Creative Dir.: Ernie Cefalu.
Product: Browser boxes, display racks, divider cards.

Paramount Wire Prods., 1035 Westminster Ave., Alhambra, Calif. 91803. Tel: (213) 570-1601. Pres. & Gen. Mgr.: Joseph D. Winston; Sales Mgr.: Charles W. Holmes.
Product: Display racks.

Quality Display, PO Box 1108, Charlotte, N.C. 28201. Tel: (704) 394-0351. Contact: Dave Touzel.
Product: Display racks.

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres.: Ray Abrams Sr.; Gen. Mgr.: Nori Abrams; Sales Mgr.: Fred Muse Jr.
Product: Browser boxes, display racks, divider cards.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Herbert H. Borchardt; VP & Sales Mgr.: Peter Wish.
Product: Display racks, divider cards.

Reliance Folding Carton Corp., see Ever-Ready Packaging & Assembly Div.
Schweizer Design of America Inc., PO Box 751, Hopkins, Minn. 55343. Tel: (612) 933-3047. Pres.: Steven Teachout; Sales Mgr.: Leslie W. Neff.
Product: Browser boxes, display racks & divider cards.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal.
Product: Display racks, peg boards, wire racks & baskets, rec. poles & carts.

Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10551. Tel: (914) 664-2909. Pres.: Harold Rosen; Gen. Mgr.: Barry Rosen; Sales Mgr.: Barry Lane.
Product: Browser boxes.

Showcase Builders Inc., PO Box 109, Troy, N.Y. 12182. Tel: (518) 235-7479. Pres. & Sales Mgr.: Gerald O. Casabonne; Gen. Mgr.: Thomas Valentine.
Product: Display racks.

Soma Mfg. Co., 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Gen. Mgr.: Howard Holkestad.
Product: Display racks.

Star Title Strip Co. Inc., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314.

Pres.: Martin W. Schramm; Gen. Mgr.: Norman Morgan; Ass't Mgr.: William Miller.
Branch: Chicago, Ill. 1825 W. Chicago Ave. Zip: 60622. Tel: (312) 829-0550. Gen. Mgr.: Donald Chak.
Product: Divider cards.

Sterling Title Strip Co. Inc., 1175 Broad St., Newark, N.J. 07114. Tel: (201) 243-0222. NYC Tel: (212) 682-7783. Pres.: D.M. Steinberg; Gen. Mgr.: Arthur De Bose Jr.; Sales Mgr.: William Thomas.
Product: Divider cards.

Tanagraphics Inc., 153 W. 27 St., New York, N.Y. 10001. Tel: (212) 255-6876. Pres.: Fred Goldstein; Gen. Mgr.: James Cox; Sales Mgr.: Dan Green.
Product: Display racks, divider cards.

TelePro Inds. Inc., 3 Olney Ave., Cherry Hill, N.J. 08002. Tel: (609) 424-1234. Pres.: Dennis W. Boardman; Sales Mgr.: R.W. Cappello.
Product: Display racks.

Transworld Ents., see National Communication Arts Inc.

Vinyl Interior Prods. Ltd., 1215 Wheaton St., Troy, Mich. 48084. Tel: (313) 689-8206. Pres. & Sales Mgr.: Bruce R. Dych.
Product: Display racks.

Wiremaid Prods. Corp., 60 West Ave., Patchogue, L.I., N.Y. 11772. Tel: (516) 475-0193. Pres. & Gen. Mgr.: Arnold Boden; Sales Mgr.: Leigh Boden.
Product: Display racks.

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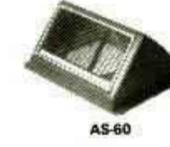
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MANUFACTURER'S REPRESENTATIVES OF TAPE PLAYBACK/RECORDING EQUIPMENT

The following listing of Manufacturer's Representatives has been supplied by both the manufacturers of the equipment and by their representatives.

ALABAMA

• BIRMINGHAM (Area Code 205)

Adams & Assocs. Inc., PO Box 26119, Zip: 35226. Tel: 822-8109. Contact: Thomas N. Adams III.
Home office: Greensboro, N.C.
Line: Kraco
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Central & Eastern Tenn.; Danville, Va.

Brown-Labouisse & Co., PO 58062, Zip: 35209. Tel: 871-2876. Contact: Harold Harries.
Home office: New Orleans, La.
Line: Brother
Terr: Ala.; Ark.; La.; Miss.; Tenn.; Panhandle of Fla. to Panama City.

Paul Hayden Assocs., 3411 Seventh Court S. Zip: 35202. Tel: 322-8277. Mgr.: Leonard Denaburg.
Home office: East Point (Atlanta Metropolitan Area), Ga.
Line: Car Tapes. Sanyo. Solar Sound, Wollensak.

Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.

R. P. McDavid Co. Inc., PO Box 524, Irondale Ind'l Park, Zip: 35201. Tel: 591-6500. Pres.: R.P. McDavid III. Sales Mgr.: W.R. Carroll.
Lines: Muntz Stereo, RCA.

Terr: Ala.; Fla. counties: Bay, Calhoun, Escambia, Holmes, Jackson, Okaloosa, Santa Rosa, Walton, Washington; Miss. counties: George, Greene, Jackson.

John F. Russell Sales Co., PO Box 20092, Zip: 35216. 3040 Whispering Pines Circle. Zip: 35226. Tel: 822-2196. Owner, Pres. & Sales Mgr.: John F. Russell.
Lines: Audiovox, Toshiba.

Terr: Ala.; Ga.; Miss.; Northwestern Fla.
Ken Whitfield & Co. Inc., PO Box 26250, Zip: 35226. Tel: 822-3051.
Line: IDI.
Terr: Ala.; Miss.

• DOTHAN (Area Code 205)

Tri-State Sales Co., 2604 Choctaw, Zip: 36301. Tel: 792-3531. Contact: Charles Gorzek.
Lines: Inland, Telstar.
Terr: Ala.; Fla.; Ga.; Miss.; Tenn.

• HUNTSVILLE (Area Code 205)

Elmar Assocs., 415 Mountain Gap Rd. Zip: 35803. Tel: 881-0274. Mgr.: E.D. Langston.
Home office: Atlanta, Ga.
Lines: Aiko, Akai, Sanyo.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

• PINSON (Area Code 205)

Mid-South Assocs., Box 1447, Rt. 2, Zip: 35126. Tel: 681-8900, 251-5488. Pres. & Sales Mgr.: Kerry Godwin.
Line: Sanyo.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

ALASKA

• ANCHORAGE (Area Code 907)

Bruce F. Booher Co., Box 8765, Zip: 99508. Tel: 337-2161. Pres.: Dan Haugseth.
Line: Soundesign.
Terr: Alaska.

Far North Reps., 3340 Mount View Dr. Zip: 99504. Tel: 279-7585. Owner: Cecil E. Garrett.
Line: Sanyo.
Terr: Alaska.

• S C McAfee, 1219 Crescent, Zip: 99504. Tel: 274-1079. Mgr.: Dennis A. McAfee.

Home office: Seattle, Wash.
Lines: Craig, Sony.
Terr: Alaska.

ARIZONA

• PHOENIX (Area Code 602)

Sal Bova Sales, 1740 W. Heatherbrae Dr. Zip: 85013. Tel: 266-1137. Pres.: Sal Bova.
Lines: Lear Jet Stereo, Lloyd's.

Terr: Ariz.; N.M.; Las Vegas, Nev.; El Paso, Tex.
Southwest Mktg. Co., 2517 N. Seventh St. Zip: 85006. Tel: 258-6868. Pres.: S. Gordon; VP: M. Bilsky; Sales Mgr.: J. Olsen.

Lines: Audiovox, Bigston, Brother, Federal, Sharp, Soundesign.
Terr: Ariz.; N.M.; Southern Nev. including Las Vegas; Southwestern Tex. including El Paso.

Wild West Mktg., 2817 N. 24 St. Zip: 85016. Tel: 955-0791. Contacts: Nat Rafsky, Greg Jones.
Lines: Automatic Radio, Martel, Miida, To-Terr: Tex.; Northern N.M.

• SCOTTSDALE (Area Code 602)

Lines: Automatic Radio, Martel, Miida, Toshiba, Weltron.
Jack Rowe Assocs., 6818 N. 72 Pl. Zip: 85253. Tel: 945-8768. Contact: Jack Rowe.
Line: Sanyo.

ARKANSAS

• EL DORADO (Area Code 501)

Dick Bellew Sales Inc., PO Box 1835, 418 Maple Hill, Zip: 71730. Tel: 863-8325. Pres.: Dick Bellew Sr.
Branches: Kenner (New Orleans Area), La. Memphis, Tenn.
Line: Audiovox.

Terr: Ark.; La.; Miss.; Western Tenn. to the Tennessee River.

• LITTLE ROCK (Area Code 501)

Merchandisers Inc., 1912 Green Mountain, No. 123, Zip: 72207. Tel: 225-2731. Mgr.: Mike Carroll.
Home office: Houston, Tex.
Line: Electro Brand.

Terr: Ark.; La.; Miss.; Okla.; Tex.; Western third of Memphis, Tenn.

CALIFORNIA

• GARDEN GROVE (Area Code 714)

F N E Ents., 11662 Pickett Ave. Zip: 92645. Tel: 636-7340. Contacts: Red Fisher, Blair Elnoff.
Line: Peerless.

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Audio Mdrs. & Assocs., 1040 E. Whittier Blvd., La Habra 90631. Tel: 697-4778. Owners: Allen G. Wern, Warren Tempero.
Lines: Concord, Miida, Sanyo, Yamaha.
Terr: Ariz.; Southern Calif.; Nev.; Clark county, California Mktg. Assocs., 4130 Atlantic Ave., No. 109, Long Beach 90807. Tel: 426-0306. Contact: Bill Minkin.
Branch: Millbrae (San Francisco & Bay Area), Calif.
Line: Sanyo.

Cal Sales, 23105 Glava, Torrance 90505. Tel: 375-1173.
Line: Muntz Stereo.
Jack Carter Assocs., 11200 Chandler Blvd., North Hollywood 91603. Tel: 980-3450. Pres.: Jack Carter.
Line: Tandberg.

Terr: Ariz.; Southern Calif.; Las Vegas, Nev.
Damark Inds. Inc., 15821 Stagg St., Van Nuys 91406. Tel: 786-9300. Pres.: George De Rado; Sales Mgr.: Michael B. Fellen.
Line: TEAC.

Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.
Danco, 1129 Dominguez St., Carson 90746. Tel: 636-1818. Regional Sales Mgr.: Dan Newman.
Line: Aiko.

Terr: Ariz.; Calif.; Colo.; Idaho; Mont.; Nev.; N.M.; Ore.; Utah; Wash.; Wyo.; El Paso, Tex.
Wayne Dinsmore Co., PO Box 621, Encino 91316. Tel: 622-2849. Pres. & Sales Mgr.: Wayne Dinsmore.
Line: Audiovox.
Terr: Southern Calif.

William Pessin, 4334 Stern Ave., Apt. 30, Sherman Oaks 91403. Tel: 783-1232.
Line: Peerless.

Premium Plus, 1801 Ave. of the Stars, Suite 934, Zip: 90067. Contact: Larry Costanzo.
Line: Peerless.

Leonard J. Ross Sales Co., 11601 Dunstan Way, Zip: 90049. Tel: 476-1601. Contact: Leonard J. Ross.
Line: ICP.
Terr: Southern Calif.

Southwestern Sales, 18053 Erwin, Reseda 91335.
Line: Muntz Stereo.
Roger Trainer, 4416 Clybourn, Burbank 91505. Tel: 785-6803.
Line: AFCCO.

Robert Wiess, 3330 Colbert Ave. Zip: 90066. Tel: 398-8753.
Line: Peerless.

Irv Fenton & Assocs., 19131 Clymer St., Northridge 91324. Tel: 363-0971. Pres.: Irv Fenton.
Lines: Claricon, Continental Sound, Mikado.
Terr: Southern Calif.; Southern Nev.

Forman & Munguia, 5682 Kelvin Ave., Woodland Hills 91364. Contact: Phil Forman.
Line: Federal.

G D S Mktg. Inc., 5437 Satsuma Ave., North Hollywood 91601. Tel: 877-8191. Pres.: Jack Goldner; Sales Mgr.: Bruce Perlmuth.
Lines: Pioneer Electronics of America, US Pioneer.

Terr: Ariz.; Southern Calif.; Southern Nev.
J S H Mktg., 6770 E. Gage Ave., Bell Gardens 90201. Tel: 927-2671. Owner: James S. Herman.
Line: Toshiba.

Terr: Southern Calif.
Burt Jacobson, 9449 Jefferson Blvd., Culver City 90230. Tel: 559-4231.
Line: Electro Brand.
Terr: Southern Calif.

Kaywest Corp., 2342 Tubeway Ave. Zip: 90040. Tel: 726-0044.
Line: Sharp.
Terr: Southern Calif. including Kern, San Bernardino, San Luis Obispo counties

Koessler Sales Co. Inc., 2010 W. Burbank Blvd., Burbank 91506. Tel: 849-5716. Pres. & Sales Mgr.: Ace Ranslem.
Lines: Ferrograph, Telex.

Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.

Herbert Krauss Co., 16561 Ventura Blvd., Suite 211, Encino 91316. Tel: 981-5711. Contacts: Herb & Barry Krauss.
Lines: Bigston, Mercury, Pax.
Terr: Southern Calif. including Bakersfield, Needles, San Luis Obispo, Las Vegas, Nev.

Markman Co., 6611 Odessa Ave., Van Nuys 91406. Tel: 787-6151. Pres.: R. Mark Markman.
Line: BSR.

Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.

Marshank Sales, 10455 W. Jefferson Blvd., Culver City 90230. Tel: 655-2591. Contact: Alan Gediman.
Line: Crown Int'l.

Terr: Ariz.; Southern Calif.
C. R. McMullen Co., 105 W. Alameda, Burbank 91502. Tel: 849-1402. Pres.: Cliff McMullen; Sales Mgr.: Kan Welsh.
Lines: Car Tapes, Electra Radio, Grundig.

Terr: Southern Calif.; Southern Nev.
Morris-Tait Assocs., 4260 Lankershim Blvd., North Hollywood 91602. Tel: 980-3355. Pres.: P. Morris; Sales Mgr.: J. Tait.
Line: Bang & Olufsen.

Terr: Ariz.; Southern Calif.; Southern Nev.
Opper-Gillis Inc., 4140 Van Owen Pl., Burbank 91505. Tel: 849-1449. Contact: Joel Gillis.
Line: Major.

Terr: Southern Calif.
Pacific Audio Sales Inc., 1933 S. Broadway, Zip: 90007. Tel: 747-7314. Pres.: Fred Malzahm.
Lines: BASF, Dokorder.

Terr: Ariz.; Southern Calif.; Southern Nev.
Eliot Peikoff, 2342 Sawtelle Blvd. Zip: 90064. Tel: 478-0811.
Line: Lloyd's.

Terr: Southern Calif.
William Pessin, 4334 Stern Ave., Apt. 30, Sherman Oaks 91403. Tel: 783-1232.
Line: Peerless.

Premium Plus, 1801 Ave. of the Stars, Suite 934, Zip: 90067. Contact: Larry Costanzo.
Line: Peerless.

Leonard J. Ross Sales Co., 11601 Dunstan Way, Zip: 90049. Tel: 476-1601. Contact: Leonard J. Ross.
Line: ICP.
Terr: Southern Calif.

Southwestern Sales, 18053 Erwin, Reseda 91335.
Line: Muntz Stereo.
Roger Trainer, 4416 Clybourn, Burbank 91505. Tel: 785-6803.
Line: AFCCO.

Robert Wiess, 3330 Colbert Ave. Zip: 90066. Tel: 398-8753.
Line: Peerless.

• NATIONAL CITY (Area Code 714)

Robert Hale & Assocs., 839 Hoover, Zip: 92050.
Home office: Norfolk, Va.
Line: Bigston.

• ORANGE (Area Code 714)

Ames West Inc., 2232 E. Wilson Ave. Zip: 92667. Tel: 997-0723. Pres.: Ray W. Ames; Sales Mgr.: Mark Ames.
Line: Audiovox.
Terr: Alaska; Ariz.; Calif.; Hawaii; Nev.; N.M.; Ore.; Wash.

• RANCHO CORDOVA (Area Code 916)

Bill Haschke, 2226 Kings Tree Ln. Zip: 95670. Tel: 635-7586.
Line: Muntz Stereo.

• SACRAMENTO (Area Code 916)

C & C Ents., 6842 Southland Park Dr. Zip: 95831. Tel: 456-5734.
Line: AFCCO.

• SAN FRANCISCO & BAY AREA (Area Code 415)

Associated Rep. & Whse. Corp., 1270 45 St., Emeryville 94608. Tel: 653-3838. Pres.: Michael Daniel; Sales Mgr.: Bob Rodriguez.
Lines: Juliette, Medallion.
Terr: Northern Calif.; military PX's in 13 western states.

Barton & Barton, Western Mds. Mart, Showrooms 259-261, 1355 Market St. Zip: 94103. Tel: 864-3450.
Line: Telex.

E. W. Brandt Co., Box 538, San Rafael 94902. Tel: 454-0840. Pres.: Ed Brandt.
Line: Sansui.
Terr: Northern Calif.; Northern Nev.

John Cadwell, c/o Jack Nadell Inc., 1404 Franklin St., Suite 611, Oakland 94612. Tel: 465-0610.
Line: AFCCO.

California Mktg. Assocs., 231 E. Millbrae Ave., Suite 101, Millbrae 94030. Tel: 692-1501. Contact: Hal Abrams.
Branch: Long Beach (Los Angeles Metropolitan Area), Calif.
Line: Sanyo.

Connor & Assocs., 845 Malcolm Rd., Burlingame 94010. Tel: 697-8793. Pres.: Ken Connor; Sales Mgr.: Anthony de Losada.
Lines: Boman Astrosonix, JVC, Sony.
Terr: Northern Calif.

Dobbs-Stanford Corp., 569 Laurel St., San Carlos 94070. Tel: 592-5958. Pres. & Sales Mgr.: Fred Dobbs.
Lines: Crown Int'l, Uher, Yamaha.
Terr: Northern Calif.; Northern Nev.

Evans Mktg. Co., 1438 Rollins Rd., Burlingame 94010. Tel: 342-3030. Contact: Richard L. Evans.
Line: Revox.
Terr: Northern Calif. including Bakersfield, Inyo, San Luis Obispo.

H & K Sales Inc., 3723 Haven, Menlo Park 94025. Tel: 369-6244.
Lines: Sony, Superscope.

David Heath, 33107 Lake Superior Pl., Fremont 94536. Tel: 471-5517.
Line: AFCCO.

Joe Lapkin Co. Inc., 1355 Market St. Zip: 94103. Tel: 863-4768. Pres.: M.N. Lapkin; Sales Mgr.: Stanley Susman; Mgr.: Philip Lapkin.
Line: Hitachi.

Terr: Nev.; Northern Calif.
Mike Miyagishima, 85 Campus Circle, Zip: 94132. Tel: 333-8361.
Line: AFCCO.

Moulthrop Sales Inc., 1530 E. 12 St., Oakland 94606. Tel: 261-7676. Contacts: Jack & Bud Moulthrop.
Line: Tandberg.

Terr: Northern Calif.; Northern Nev.
Olson Sales, 1185 Chess Dr., Foster City 94040. Tel: 573-1600. Pres.: Stephen H. Olson; VP: Norman J. Olson.
Lines: Concord, Lear Jet Stereo, Toshiba.

Terr: Northern Calif.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.
Fred Pill Co., Box 4424, 4340 Redwood Hwy., San Rafael 94903. Tel: 479-5400. Pres.: Fred Pill.
Line: IDI.

Terr: Northern Calif.
W. T. Powell Co., 1299 Bayshore, Suite 205, Burlingame 94010. Tel: 347-6773. Owner: Wallace T. Powell.
Line: Peerless.

Terr: Northern Calif. including Bakersfield; Reno, Nev.
William J. Purdy Co., 770 Airport Blvd., Burlingame 94010. Tel: 347-7701. Pres.: William J. Purdy Jr.; VP: Doug Howard.
Branch: Denver, Colo.

Line: Newcomb Audio.
Terr: Northern Calif.
Julius Rothschild & Co., 1000 43 St., Oakland 94608. Tel: 654-3858. Contact: Stuart Richardson.
Home office: Lynbrook, N.Y.

Line: Major.
Terr: Military.

S & D Sales Co., 1432 Tarrytown St., San Mateo 94402. Tel: 345-8603. Contacts: Sid Schieber, Dave Harris.
Line: ICP.

Terr: Northern Calif.
Bill Schmitt, 616 Plymouth Way, Burlingame 94010. Tel: 347-0324.
Line: AFCCO.

Harvey Schneider, 160 Rolling Wood Dr., San Rafael 94901. Tel: 457-3966.
Line: Lloyd's.

Terr: Northern Calif.
Paul Seaman Co. Inc., 414 Pendleton Way, Oakland 94621. Tel: 562-9241. Pres.: Paul R. Seaman.
Line: TEAC.

Terr: Northern Calif.; Northern Nev.
Sharon Shepherd, 2936 Gibbon Dr., Alameda 94501. Tel: 522-2172.
Line: AFCCO.

Sinai-Johnson Inc., 817 Douglas Ave., Redwood City 94063. Tel: 365-6263. Pres.: Paul Johnson; VP & Sales Mgr.: Bob McLean.
Lines: Claricon, Harman-Kardon, Kraco, Tape-Athon.

Van Court & Leber, Pacific Bldg, Mart. Rm. 36, 600 16 St., Oakland 94612. Tel: 763-5536.
Lines: Bigston, Major, Sharp.

Terr: Northern Calif.; Northern Nev.
Wilkins-Mason Assocs., 1025 Brown Ave., Lafayette 94549. Tel: 284-9200. Pres.: R. W. Wilkins; VP & Sales Mgr.: Ed Mason.
Lines: Dokorder, JVC, Pioneer Electronics of America, Wollensak.

Terr: Northern Calif.; Northern Nev.

• SANTA CLARA (Area Code 408)

James Arledge, 946 E. Kiely Blvd. Zip: 95051. Tel: 249-1075.
Lines: AFCCO.

COLORADO

• COLORADO SPRINGS (Area Code 303)

Norris & Co., 2 Sixth St. Zip: 80906. Tel: 635-9319. Owner & Sales Mgr.: Richard W. Norris.
Lines: Magnetic Media, Newcomb, Audio.

Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; El Paso, Tex.

• DENVER AREA (Area Code 303)

B & B Electronic Prods. Inc., 884 S. Lipan St. Zip: 80223. Tel: 934-2123. Pres.: Richard L. Beets; Sales Mgr.: Gary Eisenstein.
Lines: Crown Int'l, Pioneer, Sanyo, Wollensak, Xtal.

Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; Tex.; El Paso County.
Cir-Vu Mktg. Co., 884 S. Lipan St. Zip: 80223. Tel: 922-3201. Pres.: Robert Kavan; Sales Mgr.: Mike Hurley.

Lines: Sanyo, Telex, Xtal.
Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; El Paso, Tex.

Crown Sales Assocs., 451 E. 58 Ave., Zip: 80210. Tel: 892-0529. Contact: Ken Holzberg.
Line: Peerless.

E S P Co. Inc., 4796 S. Broadway, Englewood 80110. Tel: 781-4409. Pres.: Dick Hyde.
Lines: Audiovox, Juliette.

Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.
Electro-Tek Sales Inc., 8171 Julian St., Westminster 80030. Tel: 255-4566. Pres. & Sales Mgr.: Hubert C. Rodgers.
Line: Gibbs.

Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; Neb.; 11 western counties; El Paso, Tex.

J. A. Gedney Co., 7909 W. 16 Ave., Zip: 80215. Tel: 232-4900. Pres. & Sales Mgr.: J. A. Gedney.
Branch: Salt Lake City, Utah.

Lines: Concord, Sansui, TEAC.
Terr: Colo.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.

Grico Audio, 700 E. Louisiana Ave., Zip: 80210. Tel: 722-4674. Pres.: W. S. Griffith.
Line: Tandberg.

Terr: Colo.; N.M.; Utah; Wyo.; Southern Idaho.

H P Mktg., 7342 S. Quince, Englewood 80110. Tel: 770-1158. Mgr.: Dan Petersen.
Home office: Salt Lake City, Utah.
Lines: Dokorder, Kenwood.

Terr: Colo.; N.M.; El Paso, Tex.
Hanf-Riggs & Assocs., 4960 E. Evans, Zip: 80222. Tel: 758-7353. Pres.: John Hanf; Sales Mgr.: Jack Allison.

Branch Salt Lake City, Utah.
Lines: Boman Astrosonix, Lloyd's.

Terr: Ariz.; Colo.; N.M.; Wyo.; El Paso, Tex.
McLoud & Raymond Co., 2020 S. Pontiac Way, Zip: 80222. Tel: 756-1589. Pres.: W. Cliff McLoud; Sales Mgr.: E. Chet Wharfield.
Line: Tandberg.

Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.

Roy J. O'Donnell Co. Inc., 2256 S. Delaware St. Zip: 80223. Tel: 733-5541. Contact: Roy J. O'Donnell.
Line: BSR.

Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Tex.; El Paso county.

William J. Purdy Co., 1327 S. Inca, Zip: 80223. Tel: 777-1411. Contact: Bob Mericle.
Home office: Burlingame (San Francisco & Bay Area), Calif.
Line: Newcomb Audio.

Dennis Reil & Assocs., 2110 S. Albion St. Zip: 80222. Tel: 758-4348. Contacts: Dennis Reil, Bob Price.
Lines: IDI, Mercury, Pax.

Terr: Colo.; Idaho; Mont.; Utah; Wyo.
S P S Assocs., 5670 E. Evans St. Zip: 80222. Tel: 759-2609. Pres.: Dan Papillon.
Lines: Auto Radio, Federal, Miida, Sharp, Soundesign.

Terr: Colo.; Idaho; Mont.; Utah; Wyo.
Satter Sales Co. Inc., 4100 Dahlia St. Zip: 80207. Tel: 399-7493. Pres.: Charles Satter; Sales Mgr.: Danny Stam.

Lines: Pioneer, Sony, Superscope.
Terr: Colo.; Idaho; Kan.; Mont.; Neb.; N.M.; Utah; Wyo.; Western Mo.; Western S.D.; El Paso, Tex.

Scowcroft & Assocs., 11742 E. Jewell Pl., Aurora 80010. Tel: 755-2422.
Line: KLH.

Terr

Tape Services Directory

DISTRICT OF COLUMBIA

WASHINGTON (Area Code 202)

Hynes Bros., 3400 New York Ave. NE, Zip: 20002. Tel: 832-6101. Contacts: Bernie & John Hynes.
Lines: Mercury, Pax.
Terr: Wash., D.C.; Md.; Southern Del.; Northern Va. including Richmond.

FLORIDA

BOCA RATON (Area Code 305)

T. J. Sandors Assocs., 2851 S. Ocean Blvd. Zip: 33432. Tel: 391-4272. Pres.: T. J. Sandors.
Line: Dokorder.
Terr: Fla.

DELRAY BEACH (Area Code 305)

Automotive Mktg. & Sales Co., 727 S. Swinton Ave. Zip: 33444. Tel: 276-7283. Contact: Tom Dennis.
Home office: Atlanta, Ga.
Lines: IDI.
Terr: Nine southern states.

FORT LAUDERDALE (Area Code 305)

Eagle Assocs. Inc., 6801 NW Ninth Ave. Zip: 33308. Tel: 974-0313. Contacts: Joe Dee, George Locke.
Line: Broadmoor.
Terr: Fla. excluding panhandle west of Appalachicola River.

Freeman Assocs. Inc., 1001 SW 69 Ave., Plantation 33314. Tel: 922-0566. Contact: Robert Freeman.
Lines: Mercury, Pax.
Terr: Fla.

Unirep Inc., 1141 SE Second Ave. Zip: 33316. Tel: 527-1556. Pres.: George O. Larkin.
Lines: Lear Jet Stereo, Voice of Music.
Terr: Fla.

HALLANDALE (Area Code 305)

Dynasales Corp., 470 Ansiri Blvd. Zip: 33009. Tel: 921-7300. Pres.: John Caruso. Sales Mgr.: Manny Morales.
Line: Sanyo.
Terr: Fla.
Schaeffer & Ulmer Co. Inc., 131 N. Dixie Hwy. Zip: 33009. Tel: 920-7700. Contact: Bill Schaeffer.
Line: Astrex.

LAKELAND (Area Code 813)

Dixie Electronic Assocs. Inc., PO Box 2214, 1135 Oleander St. Zip: 33803. Tel: 682-6624. Pres. & Sales Mgr.: Harlin K. Plumlee.
Branches: Monroe, La.; Rock Hill, S.C.; Gallatin, Hendersonville (Nashville), Tenn.
Line: Weltron.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.

MIAMI METROPOLITAN AREA (Area Code 305)

E & J Assocs., Box 4253, Normandy Sta. 7610 Harding Ave., Miami Beach 33141. Tel: 531-4260. Contacts: Ernie Oldak, Jamie Grub.
Line: Lloyd's.
Terr: Fla.

Ed Firestone, 285 NE 185 St. Zip: 33162. Tel: 651-3830.
Line: Crown Int'l.
Terr: Fla.

Geartrac Assocs. Inc., 1125 71 St., Miami Beach 33141. Tel: 861-3661. Pres.: Jack Geartrac. Sales Mgr.: Clark Geartrac.
Branch: Orlando, Fla.
Line: Panasonic.
Terr: Fla.

Paul Hayden Assocs., 17801 NW Seventh Ave. Zip: 33126. Tel: 651-5041. Mgr.: John McDaniel.
Home office: East Point (Atlanta Metropolitan Area), Ga.
Lines: Car Tapes, Sanyo, Solar Sound, Wollensak.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.

L. P. Hench Co., 9900 SW 168 St. Zip: 33157. Tel: 251-4343. Pres.: Lester P. Hench.
Lines: JVC, Revox.
Terr: Fla.

Intex Corp., PO Box 4808, 14410 NW 60 Ave., Miami Lakes 33014. Tel: 822-7630. Contact: Bernie Halpern.
Line: BSR.
Terr: Fla.; Puerto Rico.

J & B Assocs., 380 NE 67 St. Zip: 33138. Tel: 592-6538.
Lines: Sony, Superscope.

M D C Sales, 1826 NE 150 St., North Miami 33161. Tel: 949-9143. Contacts: Len Haas, Mel Yarish.
Line: Concord.
Terr: Fla.

Manrep Corp., PO Box 4808, 14410 NW 60 Ave., Miami Lakes 33014. Tel: 822-7630. Contact: Bernie Halpern.
Line: BSR.
Terr: Central & South America.

Payd Assocs., 8220 Hawthorne Ave., Miami Beach 33141. Tel: 865-2864. Contact: Abram Ejenbaum.
Line: Electro Brand.
Terr: Fla.

Raulson & Co. Inc., 1525 SW 82 Pl. Zip: 33144. Tel: 284-6003. Pres.: Michael J. Raulson. Sales Mgr.: Joseph G. Raulson.
Branch: Altamonte Springs (Orlando Area), Fla.
Lines: Peerless, TEAC.
Terr: Fla.

Rosen Sales Corp., 5301 NW 74 Ave. Zip: 33166. Tel: 592-1904. Contact: Sender Rosen.
Line: Dynavox.
Terr: Fla.

Bernard Ross Assocs., 17620 NE Eighth Court, North Miami Beach 33162. Tel: 651-7808.
Line: Sharp.
Terr: Fla.

Sochin Sales, 18730 SW 84 Court. Zip: 33157. Tel: 235-6048. Pres.: Ernest Sochin.
Lines: Electro Radio, High Country.
Terr: Fla.

Star Sales Co., 10480 SW 186 Terr. Zip: 33157. Tel: 238-8106. Pres.: Adrian Aymerich.
Line: Hitachi.
Terr: Fla.

Stanley K. Wallace Assocs. Inc., 3115 NW 81 Terr. Zip: 33147. Tel: 691-1654. Mgr.: Edward F. Hoely.
Home office: Tampa, Fla.
Line: Uher.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.

World Wide Prods. Inc., 10818 NW Sixth Court. Zip: 33168. Tel: 754-5475. VP: Larry Kassman.
Line: Pioneer Electronics of America.
Terr: Fla.

ORLANDO AREA (Area Code 305)

Adams & Assocs. Inc., PO Box 2171, Zip: 32802. Tel: 894-7185. Contact: E. E. Scott.
Home office: Greensboro, N.C.
Line: Kraco.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Central & Eastern Tenn.; Danville, Va.

Geartrac Assocs. Inc., 1221 Lee Rd. Zip: 32810. Tel: 299-1000. Mgr.: Herb Geartrac.
Home office: Miami Beach (Miami Metropolitan Area), Fla.
Line: Panasonic.
Terr: Fla.

Paul Hayden Assocs., 1133 Marlowe Ave. Zip: 32809. Tel: 855-1993. Contact: John W. Carroll.
Home office: East Point (Atlanta Metropolitan Area), Ga.
Line: Car Tapes, Sanyo, Solar Sound, Wollensak.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Va.

Hollingsworth & Still Inc., Box 20622, Zip: 32814. Tel: 671-4515. Mgr.: Jim Slade.
Home office: Atlanta, Ga.
Line: Muntz Stereo.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Eastern Tenn.; Va.; Pennsylvania County.

Raulson & Co. Inc., 504 Orange Dr., Suite 12, Altamonte Springs 32701. Tel: 831-3612. Pres.: Michael J. Raulson.
Home office: Miami, Fla.
Lines: Peerless, TEAC.
Terr: Fla.

John F. Thompson Co., 110 E. Granada Ave. Zip: 32074. Tel: 677-2298. Pres.: John F. Thompson.
Line: Tenna.
Terr: Fla.

ORMOND BEACH (Area Code 904)

Felix Camp & Assocs., 6826 Criswell Ave. N. Zip: 33709. Tel: 544-5375. Owner: Felix H. Camp. Sales Mgr.: M. L. Circle.
Lines: AFCO, Global Sound, Samsonic.
Terr: Fla.; Ga.

ST. PETERSBURG (Area Code 813)

Stanley K. Wallace Assocs. Inc., 13902 N. Dale Mabry Hwy. Zip: 33624. Tel: 932-3568. Pres.: William C. Jaudon.
Branches: Miami, Fla.; Jonesboro, Ga.; Greensboro, Kernersville, N.C.; Memphis, Tenn.
Line: Uher.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.

TAMPA (Area Code 813)

Stanley K. Wallace Assocs. Inc., 13902 N. Dale Mabry Hwy. Zip: 33624. Tel: 932-3568. Pres.: William C. Jaudon.
Branches: Miami, Fla.; Jonesboro, Ga.; Greensboro, Kernersville, N.C.; Memphis, Tenn.
Line: Uher.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.

GEORGIA

ATLANTA METROPOLITAN AREA (Area Code 404)

Adams & Assocs. Inc., PO Box 877, Decatur 30031. Tel: 981-2207. Contact: Robert S. Barnes.
Home office: Greensboro, N.C.
Line: Kraco.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Central & Eastern Tenn.; Danville, Va.

Alco Assocs., 1859 Acuba Ln. NE. Zip: 30329. Tel: 634-9995. Contact: Herb Axelrod.
Line: Dynavox.
Terr: N.C.; S.C.

Audiorep Assocs., 155 Osner Dr. NE. Zip: 30342. Tel: 255-1755. Contacts: David Evans, Bob Russell.
Line: Dokorder.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.

Automotive Mktg. & Sales Co., PO Box 28212, Zip: 30328. Tel: 252-5063. Pres.: Murray Schwartz.
Branches: Deiray Beach, Fla.; Charlotte, N.C.; Hendersonville (Nashville), Tenn.; Culpepper, Va.
Line: IDI.
Terr: Nine southern states.

Comstock & Assocs. Inc., 2201 Faulkner Rd. NE. Zip: 30324. Tel: 634-6121. Pres.: Don Comstock. Sales Mgr.: Marty Thomas.
Lines: Grundig, Rotel, Tenna, Voice of Music.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Tenn.

Etmar Assocs., 3960 Peachtree Rd. NE. Zip: 30319. Tel: 261-4345. Pres. & Sales Mgr.: Hulon K. Forrester.
Branches: Huntsville, Ala.; Raleigh, N.C.
Lines: Aiko, Akai, Sanyo.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

Etrap Sales Co., 1876 Forge St., Tucker 30084. Tel: 938-7108/3001. Pres.: Ben Van De Kreke.
Branch: Knoxville, Tenn.
Lines: TEAC, Technics.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

Fidelcom Inc., 5269-16 Buford Hwy. Zip: 30340. Tel: 458-3616. Pres.: Morton Liebman. Sales Mgr.: George Johnson.
Lines: Crown Int'l, Yamaha.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

Goodman Bros., PO Box 11602, Zip: 30305. Tel: 233-4950. Contact: Bill Goodman.
Branch: Norfolk, Va.
Line: Electro Brand.
Terr: Ala.; Ga.; N.C.; S.C.; Va.; Eastern Tenn. including Nashville.

Paul Hayden Assocs., PO Box 90668, East Point 33444. Tel: 766-0261. Pres.: Paul Hayden.
Branch: 345 Poplar Lane Way, Decatur 30030. Tel: 373-9594. Mgr.: Will Aughtry.
Branches: Birmingham, Ala.; Miami, Orlando, Fla.; Columbus, Ga.; Greensboro, N.C.
Lines: Car Tapes, Sanyo, Solar Sound, Wollensak.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.

Hollingsworth & Still Inc., 1611 Perimeter Center E. Zip: 30346. Tel: 394-3270. Pres.: K.P. Magee.
Branches: Orlando, Fla.; Charlotte, N.C.
Line: Muntz Stereo.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Eastern Tenn.; Va.; Pennsylvania County.

R. Kimsey, PO Box 411, Tucker 30084. Tel: 939-7730.
Line: Peerless.

Carl A. Lewis, 1715 Dunwoody Pl. NE. Zip: 30324. Tel: 233-4021. Owner & Sales Mgr.: Carl A. Lewis.
Lines: Dynavox, Mercury, Pax.
Terr: Ga.

Sid Pulner & Assocs., 5502 Peachtree Rd. Zip: 30341. Tel: 451-5517. Pres.: Sid Pulner. Sales Mgr.: Murray Tanner.
Lines: Astrex, Juliette.
Terr: Ala.; Ga.; Tenn.

Ross & Assocs. Inc., 2080 Peachtree Ind'l Court, Chamblee 30341. Tel: 458-5568. Pres. & Sales Mgr.: Jack Ross.
Lines: Automatic Radio, BSR, Pilot.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

Southeast Mktg. Assocs. Inc., 1604 Rhonda Ln., Stone Mountain 30083. Tel: 469-2215. Contact: Danny Moga.
Line: ICP.
Terr: Ala.; Ga.; N.C.; S.C.; Tenn.

J. Howard Souther & Assocs., 156 Willow Ln., Decatur 30030. Tel: 378-7546. Owner: J. Howard Souther.
Line: Lear Jet Stereo.
Terr: Ga.; N.C.; S.C.; Eastern Tenn.

Southern Mktg. Co., PO Box 80845, Zip: 30341. Tel: 875-3666. Pres.: Jerry Levy. Sales Mgr.: Irv Stuart.
Lines: Major, Toshiba.
Terr: Major—Ala.; Ga.; Eastern Tenn. Toshiba—Ga.; Fla.

Bill Wimbish & Assocs., 6000 Perimeter Center East, NE. Zip: 30346. Tel: 393-1020. Owner & Sales Mgr.: Bill Wimbish.
Lines: Medallion, Midland.
Terr: Ala.; Ga.; Tenn.

COLUMBUS (Area Code 404)

Paul Hayden Assocs., 2307 Marthas Loop. Zip: 31907. Tel: 561-5932. Mgr.: Dan Wolpin.
Home office: East Point (Atlanta Metropolitan Area), Ga.
Lines: Car Tapes, Sanyo, Solar Sound, Wollensak.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.

JONESBORO (Area Code 404)

Stanley K. Wallace Assocs. Inc., Box 842, 151 Museum Circle, Zip: 30236. Tel: 471-6297. Mgr.: Earl Clanton.
Home office: Tampa, Fla.
Line: Uher.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.

HAWAII

HONOLULU (Area Code 808)

James K.C. Chang, 190 S. King St. Suite 976. Zip: 96813. Tel: 531-2165. Owner: James K.C. Chang.
Lines: Kenwood, Revox.
Terr: Hawaii.

Pacific Ent's., 429 Waiakamilo Rd. Zip: 96817. Tel: 847-3521. Pres.: Richard P. Wyrzgatich. Sales Mgr.: Galen W.Y. Kam.
Lines: AFCO, Concord.
Terr: Hawaii; Far East.

Gene Piety Factors Inc., PO Box 2903, Zip: 96802. Contact: Lee Gaber.
Lines: Electro Brand, Sony, Superscope.
Terr: Hawaii.

ILLINOIS

AURORA (Area Code 312)

Roper Sales Co., 101 N. River St. Zip: 60504. Tel: 859-2623. Contact: Roy Roper.
Line: Broadmoor.
Terr: Wis.; Northern Ill.

CHICAGO METROPOLITAN AREA (Area Code 312)

A D V Assocs., 1156 Cherry St., Deerfield 60015. Tel: 945-0844. Pres.: E. Di Venanzo. Sales Mgr.: A. Di Venanzo.
Lines: Peerless, Webcor.
Terr: Ill.; Ind.; Wis.; Davenport, Rock Island, Iowa.

Ace Ent's., 1920 W. Lunt Ave. Zip: 60626. Tel: 743-3210. Pres.: Bob Gage.
Lines: Federal, Nordmende, Sterling.
Terr: Northern Ill. including Chicago area; Northern Ind.

Amex Mktg. Inc., 1649 Evergreen, Zip: 60622. Tel: 384-5900. Pres.: Perry Winokur.
Line: Muntz Stereo.
Terr: Ill.; Wis.; Ind. counties: Lake, Porter, Audio Sound Sales Co., 3525 W. Peterson Ave. Zip: 60659. Tel: 588-4535. Pres.: Irving C. Hirsch.
Lines: Bigston, Solidyne.
Terr: Ill.; Ind.; Wis.

C. P. Bartlett, 618 W. Jackson Blvd., 6th fl. Zip: 60606. Tel: 332-1935.
Line: Electro Brand.
Terr: Newspaper & Premium Accounts.

Bermann Sales, 8631 E. Prairie Rd., Skokie 60076. Tel: 675-3740. Contact: Mike Bermann.
Line: Peerless.

C.E.M./S Inc., 5940 W. Montrose. Zip: 60634. Tel: 685-9500. Pres.: Fred Klem; VP Sales: William Wainer.
Line: Technics.
Terr: Ill.; Wis.

Capital TV & Appliance, 5642 W. Diversey Ave. Zip: 60634. Tel: 899-0033.
Line: Sharp.
Terr: Northern Ill.; Ind. counties: Lake, LaPorte, Porter, Southern Wis.

Gene T. Clears Co., 759 72 St., Downers Grove 60515. Tel: 968-1750. Owner: Gene T. Clears.
Line: Ferrograph.
Terr: Northern Ill.; Eastern Wis.

Consumer Mktg. Assocs., 2100 Stirling Rd., Deerfield 60015. Tel: 945-8040. Owners: B.N. Freifeld, Joseph O. Nicolau.
Lines: IDI, Mercury, Pax, Triumph-General Time, VPI.
Terr: Ill.; Wis.

William J. Doyle Co., 7426 N. Western Ave. Zip: 60645. Tel: 274-6685. Pres.: William J. Doyle.
Line: Tenna.
Terr: Ill.; Wis.; Ind.; Lake County.

Flo Dynek Sales, 5841 Madison, Morton Grove 60053. Tel: 966-3290. Owner: Florian J. Dynek.
Line: KLH.
Terr: Ill.; Wis.

G & G Sales, 4208 Golf Rd., Skokie 60076. Tel: 677-1819. Contacts: Larry Greenberg, Ron Glover.
Line: High Country, ICP.
Terr: Central & Northern Ill. including Springfield.

Lee M. Goldstone & Co., 7400 N. Skokie Blvd., Skokie 60076. Tel: 674-2922. Pres.: Jerome A. Goldstone. Sales Mgr.: William P. Ludwig.
Line: Car Tapes.
Terr: Ill.; Minn.; N.D.; S.D.; Wis.

J. J. Graham & Assocs., PO Box 42, Bellwood 60104. Tel: 544-0015. Owner: J.J. Graham.
Line: Peerless.
Terr: Ill.; Wis.

Hamy Siegel & Assocs., 5221 N. Elston Ave. Zip: 60630. Tel: 282-5545. Pres.: Mickey Siegel. Sales Mgr.: Ron Hamy.
Line: JIL.
Terr: Ill.; Ind.; Wis.

Hirsch Sales Co., 3525 W. Peterson Ave. Zip: 60659. Tel: 583-8877. Contacts: Richard L. Hirsch Sr., Richard L. Hirsch Jr.
Line: Electro Brand.
Terr: Minn.; Northern Ill.; Southern Wis.

Ray R. Huttmacher Assocs., 6668 Northwest Hwy. Zip: 60631. Tel: 631-3248. Pres.: William Elinger. Sales Mgr.: Jerry Metz.
Line: Audiovox.
Terr: Northern Ill.; Eastern Wis.; Ind.; Lake County.

Karet-Senesco Assocs., 6282 N. Cicero. Zip: 60646. Tel: 545-2797. Pres.: William Senescu.
Line: Wollensak.
Terr: Ill.; Eastern Wis.

Kaufman & Assocs., 5715 N. Lincoln Ave. Zip: 60645. Tel: 334-1631. Contacts: Harold Kaufman, Norm Elster.
Line: Broadmoor, Major.
Terr: Northern Ill. including Springfield.

Sid Landsman Assocs., 2416 W. Jarvis Ave. Zip: 60645. Tel: 743-3547.
Line: Sharp.
Terr: Northern Ill.; Ind. counties: Lake, LaPorte, Porter, Southern Wis.

Bernie Leavitt & Assocs., 5639 N. Kimball Ave. Zip: 60659. Tel: 539-3033. Contact: Bernie Leavitt.
Line: Car Tapes.
Terr: Ill.; Minn.; Wis.

William M. Linz Assocs. Inc., 6526 N. Lincoln, Lincolnwood 60465. Tel: 677-2000. Pres. & Sales Mgr.: William M. Linz.
Lines: Kraco, Lloyd's.
Terr: Ill.; Wis.

Markal Sales Corp., 6306 N. Cicero. Zip: 60646. Tel: 282-5800. Pres.: Herman Sacks. Sales Mgr.: Victor A. Gust Jr.
Branches: Detroit, Mich.; Milwaukee, Wis.
Lines: Hitachi, Pioneer Electronics of America, US Pioneer.
Terr: Central & Southern Ill.; Wis. east of Hwy. 51.

Marsh & Assocs., 1033 Graceland Ave., Des Plaines 60016. Tel: 299-0195. Contact: Bob Schwartz.
Line: Dynavox.
Terr: Chicago.

Milmar, 7151 W. Gunnison, Harwood Heights 60656. Tel: 867-4383. Contact: H. Marcucilli.
Line: Aiko.
Terr: Ill.; Wis.

Gordon Olsen, 1450 Greenleaf Ave., Elk Grove Village 60007. Wis. Tel: (414) 367-2086.
Line: Major.
Terr: Wis.

Pro Audio Ltd., 301 E. Hillside, Barrington 60010. Tel: 381-4559. Pres.: Brian T. Tucker.
Lines: Bang & Olufsen, Revox, Studer.
Terr: Bang & Olufsen—Ill.; Ind.; Wis.; Revox—Ill.; Mich.; Wis. Studer—Ark.; Ill.; Ind.; Iowa; Kan.; Ky.; La.; Mich.; Minn.; Mo.; Neb.; N.D.; Ohio; Okla.; S.D.; Tex.; Wis.

Irving W. Rose Assocs. Inc., 4334 Oakton, Skokie 60076. Tel: 674-6790. Pres.: Irving W. Rose. Sales Mgr.: William E. Steffey.
Line: TEAC.
Terr: Ill.; Ind. counties: Lake, Porter, Southeastern Wis.

Don Stone Ent's., 3655 John Hancock Center, Zip: 60611. Tel: 649-0080. Pres.: Don Stone. Sales Mgr.: Morley Alperstein.
Line: IDI.
Terr: Ill.; Wis.

Zimmer Sales Inc., PO Box 723, 1984 N. Brighton Ln., Hoffman Estates 60172. Contact: John Zimmer.
Line: Tandberg.
Terr: Ill.; Minn.; N.D.; S.D.; Wis.; Davenport, Iowa.

PEKIN (Area Code 309)

Dick McCloud, 614 S. 12 St. Zip: 61554. Tel: 346-5754.
Line: KLH.
Terr: Iowa; Kan.; Mo.; Neb.

INDIANA

CARMEL (Area Code 317)

Alpha Sales Corp., 111 E. Main St. Zip: 46032. Tel: 846-7735.
Lines: KLH, Major, Sanyo.
Terr: Ind.; Ky.

C-O Falkner Sales Co., 3023 Lucann, Zip: 46032. Tel: 846-7457. Contact: Charles Falkner.
Branch: Louisville, Ky.
Line: IDI.

Universal Assocs., 214 N. Concord Ln. Zip: 46032. Tel: 846-6410. Pres.: Allen Maxwell.
Lines: Dokorder, Pioneer, Sansui.
Terr: Ind.; Ky.

FORT WAYNE (Area Code 219)

Norm Hoemig Sales Co., 2505 Lower Huntington Rd. Zip: 46809. Tel: 747-0826. Pres.: W. Norman Hoemig. Salesman: Ken Hoemig.
Line: Peerless.
Terr: Ind.; Ky.

INDIANAPOLIS (Area Code 317)

Norm Epstein & Assocs., 1108 Hoover Circle. Zip: 46260. Tel: 253-7549. Contact: Norm Epstein.
Line: Broadmoor.
Terr: Ind.; Western Ky.

Lyons & Assocs., 1365 Sandler Circle Dr. S. Zip: 46239. Tel: 352-0475. Pres.: Bill Lyons.
Sales Mgr.: Burt Courtney.
Lines: Akai, Craig.
Terr: Ind.; Ky.

McFadden Sales Co., 6903 N. Tacoma. Zip: 46220. Tel: 257-8699. Contact: Dean Fields.
Home office: Columbus, Ohio.
Line: Tandberg.
Terr: Ind.; Ky.; Ohio.

Mid-Central Sales Co., 146 E. 44 St. Zip: 46205. Tel: 283-1727.
Pres.: Rolla E. Moore.
Line: Olympik.
Terr: Ind.; Ky.; Mich.

Midstates Corp., 2419 E. 56 St. Zip: 46220. Tel: 257-2737. Contact: Myrna Selby.
Line: Muntz Stereo.
Robert Milk Co., 2511 E. 46 St. Zip: 46205. Tel: 546-5468.
Home office: Southfield (Detroit Metropolitan Area), Mich.
Lines: Automatic Radio, Fisher, Wollensak.
Terr: Ind.; Ky.; Mich.

Neben Ent's., PO Box 50144, Zip: 46256. Tel: 849-7030. Owner: Don Neben. Sales Mgr.: Bill Haverty.
Line:

Tape Services Directory

MANUFACTURERS' REPRESENTATIVES

Continued from page TR-29

Terr: Iowa, Kan., Mo., Neb., Southern Ill. from Peoria.
 R J E & Assocs. Inc., 9821 Lee Circle, Leawood 66206. Tel: 642-7787. Contact: Bill Stock. Home office: Ballwin (St. Louis Metropolitan Area), Mo.
 Line: Broadmoor.
 Terr: Kan., Mo., Southern Ill.
 Roach & Assocs., 3500 W. 75 St., Suite 115, Prairie Village 66208. Tel: 432-3700. Owner: Howard O. Roach.
 Lines: JIL, Mercury, Miida.
 Terr: Iowa, Kan., Mo., Neb., Southern Ill.
 Thomas & Modrin Assocs. Inc., PO Box 189, 5460 Buena Vista Dr. Zip: 66201. Tel: 432-2131. Pres.: Ryland M. Thomas.
 Branches: Marion, Iowa; Hazelwood, Mo.
 Line: Sterling.
 Terr: Iowa, Kan., Mo., Neb., Southern Ill.

KENTUCKY

CAMPBELLSVILLE

(Area Code 502)
 R B Herron Assocs., PO Box 340, 113 N. Central Ave. Zip: 42718. Tel: 465-5631.
 Line: Peerless.

LOUISVILLE (Area Code 502)

Brennan & Howard Inc., 4506 Landside Dr., Apt. 12, Zip: 40220. Tel: 451-4372.
 Home office: Cleveland, Ohio.
 Line: Sharp.
 Terr: Ky., Ohio except Toledo.
 C O Falkner Sales Co., 8910 LaCosta Rd. Zip: 40299. Tel: 267-8724. Contact: Ken Harden.
 Home office: Carmel, Ind.
 Line: IDI.

PAINTSVILLE (Area Code 606)

D B Kazee Sales Co., 128 Walnut. Zip: 41240. Tel: 789-8179. Owner & Sales Mgr.: Deward B. Kazee.
 Lines: Nuvox, Panasonic.
 Terr: Ky. east of I-75.

LOUISIANA

LACOMBE (Area Code 504)

Scott Ormsby & Assocs., PO Box 7, Oaklawn Sub., Rt. 1, Box 241, Zip: 70445. Tel: 882-7248.
 Owner & Sales Mgr.: Scott B. Ormsby.
 Line: Tape-A-Thon.
 Terr: Ark., La., Miss.; Western Tenn.

METAIRIE (Area Code 504)

Collins Co., Box 7102, Zip: 70002. Tel: 887-5848. Mgr.: Paul Arceneaux.
 Home office: Dallas, Tex.
 Lines: Muntz Stereo, Westbury.
 Terr: Ark., La., Okla., Tex.

M B Phillips & Assocs., 1309 Haring Rd. Zip: 70001. Tel: 885-0781. Contact: Warren Ganuch.
 Home office: New Orleans, La.
 Line: Peerless.

S & S Sales Agency Inc., 3900 Veterans Blvd., Suite 217, Zip: 70002. Tel: 885-6133. Pres.: Aaron D. Schneider. Sales Mgr.: Howard E. Kahn.
 Lines: Federal, Kraco, Toshiba, Webcor.
 Terr: Ala., Ark., La., Miss.; Tenn.

MONROE (Area Code 318)

Dixie Electronic Assocs. Inc., PO Box 4150, Zip: 71201. Tel: 387-8893. Contact: Jerry Graves.
 Home office: Lakeland, Fla.
 Line: Weltron.
 Terr: Ala., Fla., Ga., Miss., N.C., S.C., Tenn.

NEW ORLEANS AREA

(Area Code 504)
 Dick Bellow Sales Inc., 62 Lisa Ave., Kenner 70062. Tel: 729-4550. VP: Dick Bellow Jr.
 Home office: El Dorado, Ark.
 Line: Audiovox.
 Terr: Ark., La., Miss.; Western Tenn. to the Tennessee River.

Brown-Labouisse & Co., PO Drawer 24188, Zip: 70184. Tel: 282-3403. Contact: William E. Brown.
 Branches: Birmingham, Ala.; Memphis, Tenn.
 Line: Brother.
 Terr: Ala., Ark., La., Miss., Tenn., Panhandle of Fla. to Panama City.

Deep South Mfg. Rep. Co. Inc., 3839 Ulloa St. Zip: 70119. Tel: 488-5323. Pres.: Ray Messina. Sales Mgr.: Wayne Messina.
 Line: Soundite.
 Terr: Ala., La., Miss.

Solly Magdoff, Executive House, Suite 604, 348 Baronne St. Zip: 70112. Tel: 523-1327.
 Line: Electro Brand.
 Terr: Okla., Tex.

Merchandise Inc., 824 Sheree Lynn Court, Gretna 70053. Tel: 393-2759. Mgr.: Ray Cressy.
 Home office: Houston, Tex.
 Line: Electro Brand.
 Terr: Ark., La., Miss., Okla., Tex.; western third of Memphis, Tenn.

Miller & Assocs. Inc., 6612 Canal Blvd. Zip: 70124. Tel: 488-1784. Mgr.: Arthur R. Chalona.
 Home office: Dallas, Tex.
 Lines: Pioneer Electronics of America, Sony, Superscope.
 Terr: Ark., La., Miss., Okla., Tex. excluding El Paso County.

M B Phillips & Assocs., 6411 Paris Ave. Zip: 70122.
 Branch: Metairie, La.
 Line: Peerless.

Sales Mktg. Servs. Inc., 4500 Melpomene Ave. Zip: 70125. Tel: 866-4515. Contacts: Stan Kessler, Nat Friedler.
 Line: Broadmoor.
 Terr: Ark., La., Miss.; Western Tenn.

Export Co., 501 N. Jefferson Davis Pkwy. Zip: 70119. Tel: 486-6073. Mgr.: S L LeMarie.
 Home office: Richardson (Dallas Area), Tex.
 Lines: Car Tapes, Fisher.
 Terr: Ark., La., Miss., Okla., Tex.; Western Tenn.

Shreveport (Area Code 318)
 Stan's Rec. Serv. Inc., 728 Texas St. Zip: 71163. Tel: 222-7182. Pres.: Stanley J. Lewis. Gen. Mgr.: Jerry Tanner.
 Lines: Craig, Motorola.

MARYLAND

BALTIMORE METROPOLITAN AREA (Area Code 301)

A B & T Sales Corp., 618 Colorado Ave. Zip: 21210. Tel: 323-6535. Mgr.: Harry Devlin Jr.
 Branch: 8706 Wilson. Zip: 21234. Tel: 661-2888.
 Home office: Olney, Md.
 Lines: Harman-Kardon, Sankyo.
 Terr: Del., Wash., D.C., Md., Va.; Southern N.J.; Eastern Pa.
 David H. Brothers Co. Inc., 6302 Lincoln Ave. Zip: 21209. Tel: 764-7189. Pres. & Sales Mgr.: David H. Brothers.
 Lines: JVC, Telex, Uher.
 Terr: Wash., D.C., Md., Va.

E-K-P Assocs. Inc., 1626 Forest Park Ave. Zip: 21207. Tel: 788-6498. Sales Mgr.: A.M. Pecore. Branch: 1609 Cantwell Rd., Apt. F. Zip: 21207. Tel: 944-6677. Contact: Rick Pecore.
 Home office: Easton, Pa.
 Line: Audiovox.
 Terr: Del., Wash., D.C., Md., Va.; Southern N.J. including Trenton; Eastern Pa. including State College.
 Sidney J. Krengel, 4513 Tapscott Rd. Zip: 21208. Tel: 655-7673.
 Line: Dynavox.
 Terr: Wash., D.C., Va.; Baltimore, Md.

Maryland Electronics Mktg., 2210 Ellen Ave. Zip: 21234. Tel: 661-2800. Pres.: Milton McNally.
 Line: Concord.
 Terr: Wash., D.C., Md., Va.
 Arthur E. Selnick Assocs., 901 N. Howard St. Zip: 21201. Tel: 837-5500.
 Line: Sharp.
 Terr: Wash., D.C., Md.

Bernie Smith Assocs. Inc., 202 Azar Court. Zip: 21227. Tel: 247-0033. Pres.: Bernard D. Smith. Sales Mgr.: Len Victor.
 Lines: Capehart, IDI, JVC, Jefferson, Major.
 Terr: Md., Wash., D.C., Va.

BELTSVILLE (Area Code 301)

Mansco Inc., 11264 Old Baltimore Pike. Zip: 20705. Tel: 937-4860. Contacts: Bill Schmookler, Mort Kaplan.
 Line: Broadmoor.
 Terr: Wash., D.C., Md.; northern border cities of Va.

BETHESDA (Area Code 301)

Somerset Assocs. Corp., 4858 Cordell Ave. Zip: 20014. Tel: 652-8584. Exec. VP: David J. Greenberg.
 Lines: Braun, KLH.
 Terr: Wash., D.C., Md., Va.

BROOKVILLE (Area Code 301)

A B & T Sales Corp., 1710 Goldmine. Zip: 20729. Tel: 924-3663. Mgr.: Rick Tydings.
 Home office: Olney, Md.
 Lines: Harman-Kardon, Sankyo.
 Terr: Del., Wash., D.C., Md., Va.; Southern N.J.; Eastern Pa.

HYATTSVILLE (Area Code 301)

Burman & Dale Assocs., 5809 Annapolis Rd., Suite 103, Zip: 20784. Tel: 699-9293. Contacts: Paul Burman, Dick Dale.
 Line: Lloyd's.
 Terr: Wash., D.C., Md.

JESSUP (Area Code 301)

Honey/Kutt Electronics Corp., 8220 Mission Rd. Zip: 20794.
 Line: Wollensak.

OLNEY (Area Code 301)

A B & T Sales Corp., 18114 Hillcrest Ave. Zip: 20832. Tel: 924-4976. Pres.: Richard E. Tydings. Sales Mgr.: Milt Dienes.
 Branches: Baltimore, Brookeville, Md.; Drexel Hill, King of Prussia (Norristown), Pa.
 Lines: Harman-Kardon, Sankyo.
 Terr: Del., Wash., D.C., Md., Va.; Southern N.J.; Eastern Pa.

OXON HILL (Area Code 301)

Andrews, Andrews & Altemus, 7011 Haver Hill St. Zip: 20022. Wash., D.C. Tel: (202) 248-9060. Contact: Brad Altemus.
 Line: Astrex.

ROCKVILLE (Area Code 301)

Jack Black Sales Co., 12160 Parklawn Dr. Zip: 20854. Tel: 881-2880. Pres.: Jack Black. Sales Mgr.: L. Fluett.
 Lines: Akai, Sanyo.
 Terr: Wash., D.C., Md., Va.
 Lienau Assocs., 11728 Nebel St. Zip: 20852. Tel: 770-6800. Pres.: Al Furman.
 Branches: Cornwells Heights, Doylestown, Monroeville, Pa.
 Lines: Automatic Radio, Fisher, TEAC.
 Terr: Del., Wash., D.C., Md.; Pa., Va.; W.Va.; Southern N.J.

SILVER SPRING AREA (Area Code 301)

Forti-Austin Assocs., 3519 Raymoor Rd., Kensington 20795. Tel: 949-1706. Contacts: J & K Forti.
 Home office: Willingboro, N.J.
 Lines: Aiko, Broadmoor, Concord.
 Terr: Wash., D.C., Md., Va.
 Sherr Assocs. Inc., 409 Hannes St. Zip: 20901. Tel: 593-2477. Pres.: Joe Sherr.
 Line: Audiovox.
 Terr: Wash. D.C., Del., Md., Va.; Southern N.J.; Eastern Pa.

MASSACHUSETTS

BOSTON METROPOLITAN AREA (Area Code 617)

Adelman Assocs., 150 Intervale Rd., Sudbury 01776. Tel: 443-9260, 935-8090 x 479. Contact: Sam Adelman.
 Line: IDI.
 Terr: New England.

Anderson Sales Assocs., 180 State St. Zip: 02109. Tel: 227-2980. Pres.: Robert B. Anderson.
 Branch: Waterbury, Conn.
 Lines: Tenna, Weltron.
 Terr: Conn.; Western Mass.
 B K L Int'l Inc., 125 Second Ave., Waltham 02154. Tel: 890-3630/3063. Contacts: Jim Lynch, Hal Bowers.
 Line: Broadmoor.
 Terr: New England.
 Larry Cole Inc., 318 Weston Rd., Wellesley 02181. Tel: 237-1260. Pres.: Larry Cole.
 Lines: Akai, Audiovox.
 Terr: New England.

Grossman Sales Inc., 331 Auburn St., Auburndale 02165. Tel: 527-7754. Pres.: Marvin Grossman. Sales Mgr.: Arnold Goodrich.
 Branch: Southington, Conn.
 Lines: Pioneer Electronics of America, US Pioneer.
 Terr: New England.
 Hetherington Sales Co., Wayne Park, 888 Worcester St., Wellesley 02181. Tel: 235-5323. Contact: V. Hetherington.
 Line: Tandberg.
 Terr: Conn., Mass., N.H., N.Y., R.I., Vt.

J D Sales Co., PO Box 68, 82 S. Main St., Topfield 01983. Tel: 887-8484. Pres.: John E. Doane.
 Line: Lear Jet, Stereo.
 Terr: New England.
 J & L Mktg. & Dist'g Co., 125 Second Ave., Waltham 02154. Tel: 890-3630/3320. Contacts: Hal Bowers, Jim Lynch.
 Line: Lloyd's.
 Terr: New England.

Lou Jacobs Assocs., 420 Lowell Ave., Newton 02160. Tel: 332-1226. Pres.: Lou Jacobs. Sales Mgr.: George Pyle.
 Lines: JIL, Metro Sound, Peerless.
 Terr: New England.
 Jordan Kahn Co. Inc., 167 Corey Rd., Brookline 02146. Tel: 734-3908. Pres.: Jerry Kahn.
 Line: Dyn.
 Terr: New England.

Market Repts. Inc., 1416 Boston-Providence Hwy., Norwood 02062. Tel: 762-0155. Pres.: Paul White.
 Lines: SAE, Sanyo.
 Terr: New England.
 Massachusetts Mktg. Assocs., PO Box 50, Scituate 02066. Tel: 843-3173. Contact: Jim Heffron.
 Line: Astrex.

New England Electronic Sales Corp., 343 Neponset St., Canton 02021. Tel: 828-4835. Pres.: J.L. Ferrari. Sales Mgr.: Frank Rafferty.
 Line: ERA Acoustics.
 Terr: New England.
 Northeastern Repts. Inc., PO Box 842, Framingham 01701. Tel: 879-2300. Pres.: Jack Lizars.
 Branch: North Stonington, Conn.
 Line: Audiovox.
 Terr: New England.

Robert Reiss Assocs., 9 Brookfield Circle, Framingham 01701. Tel: 877-6102.
 Home office: West Haven, Conn.
 Lines: Ferrograph, Harman-Kardon.
 Terr: Conn., Me.; Mass.; N.H.; R.I.; Vt.; Upstate N.Y.

Michael Scott Co. Inc., 20 Walnut St., Wellesley Hills 02181. Tel: 235-0102. Pres.: Michael Scott. Sales Mgr.: Howard Harman.
 Line: Technics.
 Terr: New England.
 Sheasgreen-Healey Inc., 43 Mill St., Natick 01760. Tel: 653-6669. Pres.: J.E. Sheasgreen. Sales Mgr.: Paul Healey.
 Line: Sharp.
 Terr: New England.

Stereo Mktg. Inc., 331 Auburn St., Auburndale 02166. Tel: 527-7753. Contact: Mary Grossman.
 Line: TEAC.
 Terr: New England.
 V F Sales Inc., 420 Union Ave., Framingham 01701. Tel: 237-6544. Pres.: Victor A. Fauccon.
 Lines: Concord, Crown Int'l, Royal Sound, "RSC".
 Terr: New England.

Jerry Wolf Assocs., 6 Leighton Rd., Hyde Park 02136. Tel: 361-0921. Contacts: Jerry & Red Wolf.
 Lines: Car Tapes, Mercury, Pax.
 Terr: New England.

MICHIGAN

BLOOMFIELD HILLS (Area Code 313)

Bertco Inc., 4132 Telegraph Rd. Zip: 48013. Tel: 642-1680. Pres. & Sales Mgr.: Bert Abrams.
 Line: Tobsonic.
 Terr: Mich.

Gene Piotrowski & Assocs., 3045 Kernway Dr. Zip: 48013. Tel: 642-6317. Contact: Gene Piotrowski.
 Line: Broadmoor.
 Terr: Mich.

Philip Entin Assocs., 3221 Moraine Dr. Zip: 48116. Tel: 229-6368. Contact: Norm Brennan.
 Home office: Southfield (Detroit Metropolitan Area), Mich.
 Line: Lloyd's.
 Terr: Mich.

Riley & Petchell Sales Inc., 401 Chippewa St. Zip: 49107. Tel: 695-6356.
 Home office: Detroit, Mich.
 Lines: JVC, Telex.
 Terr: Mich.

Radio Frank Inc., 14442 Michigan Ave. Zip: 48126. Tel: 584-6880. Pres.: F.M. Neckrock. Sales Mgr.: W.F. Neckrock.
 Lines: Motorola, Muntz Stereo.
 Terr: Mich.; Northern Ohio.

Stan Clothier Co. Inc., 9701 Penn Ave. S., Suite 109, Minneapolis 55431. Tel: 888-4666. Pres.: Stan Clothier.
 Lines: Craig, Pioneer.
 Terr: Minn., N.D., S.D.; Western Wis.

Felsen-Moscoe Co., 4530 W. 77 St., Suite 164, Minneapolis 55435. Tel: 926-1829. Contacts: Art Felsen, Don Moscoe.
 Line: Lloyd's.
 Terr: Minn., N.D., S.D.

G & C Assocs. Inc., 3717 W. 50 St., Minneapolis 55410. Tel: 927-5633. Pres.: Robert J. Devereaux.
 Lines: Fisher, Soundesign.
 Terr: Minn., N.D., S.D.; Western Wis.

Clark R. Gibb Co., 1311 W. 25 St., Minneapolis 55405. Tel: 377-1200. Pres. & Sales Mgr.: Clark R. Gibb.
 Line: Technics.
 Terr: Minn., N.D., S.D.; Western Wis.

Harry Haugen Assocs., 4901 W. 77, Minneapolis 55435. Tel: 835-3292. Contact: Harry Haugen.
 Lines: B&B, Bigston, Pioneer Electronics of America, Sharp.
 Terr: Minn., N.D., S.D.; Western Wis.

The Heimann Co. Inc., 5603 Lyndale Ave. S., Minneapolis 55419. Tel: 861-6051. Pres.: John Moe. Sales Mgr.: Jim Phelps.
 Branch: Fort Dodge, Iowa.
 Lines: Aiko, Wollensak.
 Terr: Iowa, Minn., Neb.; N.D.; S.D.; Western Wis.

James Lee Inc., 6121 Excelsior Blvd., St. Louis Park 55416. Tel: 920-1525. Contact: Dave Otto.
 Line: IDI.
 Terr: Minn., N.D., S.D.; Western Wis.

Flora-Ohman Inc., 27308 Schoolcraft. Zip: 48239. Tel: 255-0720. Pres.: Phillip G. Flora.
 Line: TEAC.
 Terr: Mich.
 Max Lipin & Assocs., 21500 Trolley Ind'l Dr., Taylor 48180. Tel: 292-8080. Pres. & Sales Mgr.: Max Lipin.
 Line: Hitachi.
 Terr: Mich.; Northern Ohio.

Markal Sales Corp., 18055 James Couzens. Zip: 48235. Tel: 341-1000. Mgr.: Allen Richardson.
 Home office: Chicago, Ill.
 Lines: Hitachi, Pioneer Electronics of America, US Pioneer.
 Terr: Central & Southern Ill.; Wis. east of Hwy. 51.

Miller-Puthuff Assocs., 150 Michigan Ave. Zip: 48226. Tel: 961-9211. Contact: William H. Miller.
 Lines: Admiral, Car Tapes, Dynavox, Pax.
 Terr: Mich.
 Robert Misk Co., 22420 Telegraph Rd., Southfield 48075. Tel: 354-3310. Pres.: Robert Misk. VP Sales: Charles Misk.
 Branch: Indianapolis, Ind.
 Lines: Automatic Radio, Fisher, Wollensak.
 Terr: Ind.; Ky.; Mich.

D. Neumaier & Assocs., 17227 W. McNichols. Zip: 48235. Tel: 838-3850. Pres. Dan F. Neumaier. Sales Mgr.: Gene Darnell.
 Lines: Akai, Juliette, Lear Jet Stereo, Sansui.
 Terr: Mich.; Ohio: Lucas County.
 Riley & Petchell Sales Inc., 16515 Schoolcraft Ave. Zip: 48227. Tel: 838-9100. Pres.: George R. Riley. VP & Sales Mgr.: Thomas L. Petchell.
 Branch: Buchanan, Mich.
 Lines: JVC, Telex.
 Terr: Mich.

Shalco Inc., 23529 Woodward Ave., Ferndale 48220. Tel: 547-4771. Pres.: Carl J. Ludwig. VP: W.A. McCall.
 Line: Crown Int'l.
 Terr: Mich.
 Sherman & Co., 23777 Greenfield Rd., Suite 164, Southfield 48075. Tel: 557-9191. Contact: Jim Sherman.
 Line: Astrex.

Si-Way & Assocs., North Park Plaza, Suite 401, 17117 W. Nine Mile Rd., Southfield 48075. Tel: 559-7740. Contacts: Harry Simon, Larry Wenberg.
 Lines: Bigston, Electro Brand.
 Terr: Mich.

Carl Orwant & Assocs., 3533 Brooklyn SE. Zip: 49508. Tel: 241-4927. Owner: Carl Orwant.
 Line: Teletone.
 Terr: Northern Ind.; Mich. excluding Detroit.

R S Electronics-Grand Rapids Inc., 300 E. 36 St. SE. Zip: 49508. Tel: 241-3483. Sales Mgr.: Bud Schubeck.
 Lines: Concord, JIL, Lear Jet Stereo, Muntz Stereo, Panasonic, RCA.
 Terr: Western Mich.

Shamrock Electronic Sales Inc., 5821 Comanche Ln. Zip: 48843. Tel: 546-7997. Mgr.: James D. Staton.
 Home office: Akron, Ohio.
 Lines: Voice of Music, Weltron.
 Terr: Ind.; Ky.; Mich.; Ohio; W.Va.; Western Pa.

J. Malcolm Flora Inc., 165 W. Liberty. Zip: 48170. Tel: 453-4296. Pres.: Jim Flora. VP: Don Dorshkind.
 Lines: Concord, Jefferson, US Pioneer, Westbury.
 Terr: Mich.

Rodco Sales, 1651 Pinetree Rd. Zip: 48183. Pres.: Rodger Beutner. Sales Mgr.: Dennis Zitterkoph.
 Lines: Gibbs, Hammond, Peerless.
 Terr: Mich.; Ohio; Western Pa.

Segal Payne Assocs. Inc., 240 Park St. Zip: 48084. Tel: 585-2524.
 Line: Sharp.
 Terr: Mich.; Ind. counties: Allen, DeKalb, Elkhart, Kosciusko, Lagrange, Noble, Steuben, Whitley.

MINNESOTA

Aylward Corp., 571 N. Snelling, St. Paul 55104. Tel: 644-0463. Pres.: Pat Aylward.
 Line: Motorola.
 Terr: Minn.

The Brothers Jurawicz, PO Box 21125, St. Paul 55121. Tel: 452-1813. Contacts: Jack & Jim Jurawicz.
 Line: Major.
 Terr: Minn., N.D., S.D.

Campbell Mktg. Co., 7615 Washington Ave. S., Minneapolis 55435. Tel: 944-2100. Contacts: Bob Campbell, George Adsitt, Harold Miller.
 Line: Broadmoor.
 Terr: Minn., N.D., S.D.

Stan Clothier Co. Inc., 9701 Penn Ave. S., Suite 109, Minneapolis 55431. Tel: 888-4666. Pres.: Stan Clothier.
 Lines: Craig, Pioneer.
 Terr: Minn., N.D., S.D.; Western Wis.

Felsen-Moscoe Co., 4530 W. 77 St., Suite 164, Minneapolis 55435. Tel: 926-1829. Contacts: Art Felsen, Don Moscoe.
 Line: Lloyd's.
 Terr: Minn., N.D., S.D.

G & C Assocs. Inc., 3717 W. 50 St., Minneapolis 55410. Tel: 927-5633. Pres.: Robert J. Devereaux.
 Lines: Fisher, Soundesign.
 Terr: Minn., N.D., S.D.; Western Wis.

Clark R. Gibb Co., 1311 W. 25 St., Minneapolis 55405. Tel: 377-1200. Pres. & Sales Mgr.: Clark R. Gibb.
 Line: Technics.
 Terr: Minn., N.D., S.D.; Western Wis.

Harry Haugen Assocs., 4901 W. 77, Minneapolis 55435. Tel: 835-3292. Contact: Harry Haugen.
 Lines: B&B, Bigston, Pioneer Electronics of America, Sharp.
 Terr: Minn., N.D., S.D.; Western Wis.

The Heimann Co. Inc., 5603 Lyndale Ave. S., Minneapolis 55419. Tel: 861-6051. Pres.: John Moe. Sales Mgr.: Jim Phelps.
 Branch: Fort Dodge, Iowa.
 Lines: Aiko, Wollensak.
 Terr: Iowa, Minn., Neb.; N.D.; S.D.; Western Wis.

James Lee Inc., 6121 Excelsior Blvd., St. Louis Park 55416. Tel: 920-1525. Contact: Dave Otto.
 Line: IDI.
 Terr: Minn., N.D., S.D.; Western Wis.

Leet Co., 12443 River Ridge Blvd., Burnsville 55337. Tel: 890-8234. Pres.: Leet Wilson.
 Line: TEAC.
 Terr: Minn., N.D., S.D.; Western Wis.

Marketing Assocs., 3939 Excelsior Blvd., Minneapolis 55416. Tel: 927-4297. Contact: Fred Olson.
 Line: Peerless.
 Terr: Minn., N.D., S.D.

Midwest Sales & Assocs., Box 35094, Normandale Sta., Minneapolis 55435. Tel: 941-5171.
 Line: KLH.
 Terr: Minn., N.D., S.D.; Northwestern Wis. including Eau Claire.

Northern States Sales Co., 1109 W. 78 1/2 St., Minneapolis 55420. Tel: 888-3300. Contact: Warren Schulze.
 Line: BSR.
 Terr: Minn., N.D., S.D.; Western Wis.

Orren Sales Co., 3517 Raleigh Ave. S., Minneapolis 55416. Tel: 920-4517. Pres.: Stanley Lipitz.
 Line: Automatic Radio.
 Ripley & Assocs. Inc., 8053 E. Bloomington Fwy., Minneapolis 55420. Tel: 881-8282. Pres.: Terry Ripley.
 Lines: Audiovox, Dokorder, Miida.
 Terr: Minn., N.D., S.D.; Western Wis.

S K O R, 1821 University Ave.,

Tape Services Directory

Lines: Automatic Radio, Crown Int'l.
Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.
H L S S Inc., 1540 Page Ind'l Blvd. Zip: 63132.
Line: 423-4660. Contact: Bud Schloss.
Home office: Shawnee Mission, Kan.
Line: Sanyo.
Kimian Sales Inc., 2721 Beloit Dr., Maryland Heights 63043. Tel: 739-1655. Pres.: R.C. Williams. VP: Norman O. Foster.
Home office: Atlantic, Iowa.
Line: Telex.
Terr: Iowa; Kan.; Mo.; Neb.
Mid-America Mktg. Inc., 817-23 Spruce St. Zip: 63102. Tel: 621-4727. Contacts: Richard Meyerhardt, Bernard Hochman.
Lines: Bigston, Major, Peerless.
Terr: Kan.; Mo.; Southern Ill.
Nackman-Brod-Vann Co., 1316 Baur. Zip: 63132. Tel: 991-2424. Pres.: Les Nackman.
Branch: Overland Park (Shawnee Mission), Kan.
Lines: Lloyd's, Pioneer Electronics of America.
Terr: Iowa; Kan.; Mo.; Neb.; Central Ill.
Neveco Inc., 10132 Glenfield Terr. Zip: 63126. Tel: 843-7406. Contact: Robert R. Pelger.
Home office: Kansas City, Mo.
Lines: Aiko, IDI.
Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.
P-B One Stop Rec. Serv., 1911 Washington Ave. Zip: 63103. Tel: 231-2074. Pres.: Patrick J. Blunda. Sales Mgr.: Leonard Tillman.
Line: Federal.
Terr: Iowa; Neb.; Southern Ill.; Eastern Mo.
R J E Assocs. Inc., 346 Country Club Dr., Ballwin 63011. Tel: 878-4004. Pres. & Sales Mgr.: Ron Ehrle.
Branch: Leawood (Shawnee Mission), Kan.
Lines: Broadmoor, Brother, Dejay, Telex.
Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.
A. J. Ruelh Co., 948 Gravois Rd. Zip: 63026. Tel: 343-1142. Pres.: A.J. Ruelh.
Line: Audiovox.
Terr: Iowa; Kan.; Minn.; Mo.; Neb.; Wis.
Salky & Assocs., 3820 Forest Park Blvd. Zip: 63108. Tel: 535-1122. Contact: Burney Salky.
Line: Astrex.
Neal Spencer Assocs., 9474 Olive Street Rd. Zip: 63132. Tel: 994-1916. Contact: Neal Spencer.
Lines: Federal, Major.
Terr: Iowa; Neb.; Southern Ill.
T A C Inc., 7973 Big Bend Blvd. Zip: 63119. Tel: 988-5330. Owner: Michael E. Flannigan.
Line: ICP, Sharp.
Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.
R. J. Throckmorton Sales Co., 306 Bright Meadows, Ballwin 63011. Tel: 227-7222. Pres. & Sales Mgr.: Ron Throckmorton.
Branches: West Des Moines (Des Moines), Iowa; Kansas City, Mo.
Lines: Dokorder, Kenwood.
Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.
Carmine A. Vignola Assocs. Inc., 2390 Sandra Sue Dr. Zip: 63144. Tel: 961-2233. Mgr.: James E. Grayam.
Home office: Jefferson City, Mo.
Lines: Craig, TEAC, Voice of Music.
Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

NEBRASKA

• OMAHA (Area Code 412)
Forristal-Young Sales Co., PO Box 14373. Zip: 68114. Tel: 333-0800.
Home office: St. Louis, Mo.
Lines: Automatic Radio, Crown Int'l.
Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.
H L S S Inc., 7101 Mercy Rd., Suite 111. Zip: 68106. Tel: 393-6534. Contact: Robert D. Doty.
Home office: Shawnee Mission, Kan.
Line: Sanyo.
Pucci-Court Mktg., 10730 Pacific St., Suite 230. Zip: 68114. Tel: 397-0686. Contact: Jim Pucci.
Branch: Davenport, Iowa.
Line: Broadmoor.
Terr: Iowa, Neb.
Sound Mktg., 6602 Lafayette. Zip: 68132. Tel: 556-8583. Contact: Ken Magnuson.
Line: Fisher.
Terr: Iowa; Neb.; East Moline, Moline, Rock Island, Ill.

NEW JERSEY

• CHERRY HILL (Area Code 609)
W. H. Dorsey Sales Co., 504 Doe Ln. Zip: 08034. Tel: 667-4113. Owner & Sales Mgr.: W.H. Dorsey.
Lines: Car Tapes, Claricon.
Terr: Del.; Southern N.J.; Eastern Pa., north to Scranton & west to Harrisburg.
• CINNAMINSON (Area Code 609)
Arthur Trachtenberg Sales Corp., 875 Industrial Hwy., Unit 8. Zip: 08077. Tel: 829-1661. Pres.: Arthur Trachtenberg. Sales Mgr.: Chuck Cohen.
Lines: Bigston, Sharp.
Terr: Del.; Southern N.J.; Eastern Pa.
• EDISON (Area Code 201)
Louis W. Keller & Assocs., 32 Moryan Rd. Zip: 08817. Mgr.: Mark Levine.
Home office: North Bellmore (Bellmore), N.Y.
Lines: Jefferson, Precor.
Terr: N.J.; Metropolitan New York.
• FAIR LAWN (Area Code 201)
Moses & Kline Inc., 23-15 Broadway. Zip: 07410. Tel: 791-8538. Pres.: Marvin Kline.
Branches: Merrick, Pelham, N.Y.
Lines: Car Tapes, Continental Sound.
Terr: Northern N.J.; New York City; N.Y. counties: Nassau, Rockland, Suffolk, Westchester.
• FORT LEE (Area Code 201)
T M C Sales Corp., 2465 Lemoine Ave. Zip: 07024. Tel: 944-8340. NYC Tel: (212) 565-5185. Pres.: Tom A. Marchiano.
Lines: Sanyo, Wollensak.
Terr: N.J.; Metropolitan New York.
• FREEHOLD (Area Code 201)
Metrorec Inc., PO Box 782, 1 Oxford Dr. Zip: 07728. Tel: 462-1221. Pres.: Ed Straw.
Lines: Crown Int'l, Yamaha.
Terr: Crown Int'l—Del.; Wash., D.C.; Md.; N.J.; Va.; Southern N.Y. Yamaha—Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.
• GREEN BROOK (Area Code 201)
Jim Loder, 12 Estel Pl. Zip: 08812. Tel: 359-6492.
Line: Crown Int'l.
Terr: N.J.; Eastern Pa.

• HACKENSACK (Area Code 201)
M. Rothman & Co. Inc., 19 Empire Blvd., South Hackensack 07606. Tel: 641-6700.
Line: Sharp.
Terr: Northern N.J., including Burlington, Ocean counties.
Julian M. Tannenbaum Assocs., 150 S. Summit Ave. Zip: 07601. Tel: 487-3938. Contact: Julian Tannenbaum.
Line: Lloyd's.
Terr: N.J.
• HADDONFIELD (Area Code 609)
Atlantic Technical Sales, PO Box 47. Zip: 08033. Tel: 428-2440. Owner: Horace C. Johnson.
Line: Ferrograph.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.
DePillis Assocs. Inc., 15 Tanner St. Zip: 08033. Tel: 428-3800. Pres.: Rex DePillis.
Lines: Pioneer Electronics of America, US Pioneer.
Terr: Del.; Southern N.J.; Eastern Pa.
• METUCHEN (Area Code 201)
Farnell Mktg., 25 New St. Zip: 08840. Tel: 494-8900. Contact: Jim Farnell Sr.
Line: ICP.
Terr: Northern N.J.
• MONTCLAIR (Area Code 201)
Component Mktrs. Inc., 151 Valley Rd. Zip: 07042. Tel: 746-6717/6730. Pres.: Jack Fields. VP: Jack Simon.
Lines: BSR, TEAC, Technics.
Terr: Northern N.J.; New York City; N.Y. counties: Nassau, Rockland, Suffolk, Westchester.
• MOUNT HOLLY (Area Code 609)
Mike Feinberg & Assocs., 8 Darby Circle. Zip: 08060. Tel: 261-2910. Contact: Mike Feinberg.
Lines: Mercury, Pax.
Terr: Northern Del.; Southern N.J.; Eastern Pa.
• RAHWAY (Area Code 201)
Needle Assocs., 42 Sweet Briar Dr., Clark 07068. Tel: 382-3585. Pres.: Herbert A. Needle.
Lines: Concord, Laar Jet Stereo.
Terr: Northern N.J.; Metropolitan New York including Long Island & Westchester.
• RIDGEFIELD (Area Code 201)
Bi-State Mktrs. Inc., 753 Bergen Blvd. Zip: 07857. Tel: 943-5888. Pres.: M.S. Sumburg. Sales Mgr.: Norman Sanders.
Line: Medallion.
Terr: Northern N.J.; New York City; N.Y. counties: Nassau, Rockland, Suffolk, Westchester.
• SOUTH ORANGE (Area Code 201)
Sonny Simberkoff Assocs. Inc., 71 Valley St. Zip: 07079. Tel: 783-7900. Pres.: S.W. Simberkoff. Sales Mgr.: H.L. Lewis.
Line: Weltron.
Terr: Del.; Wash., D.C.; Md.; N.J.; N.Y.; Pa.; Va.
• TEANECK (Area Code 201)
Steve Fisher Sales Corp., 1002 Teaneck Rd. Zip: 07666. Tel: 837-1200. Pres.: Steve Fisher. Sales Mgr.: Jack Freeman.
Lines: IDI, Voice of Music.
Terr: Northern N.J., including Trenton; New York City; N.Y. counties: Nassau, Rockland, Suffolk, Westchester.
• WAYNE (Area Code 201)
Bob Stanley, 132 Tall Oaks Dr. Zip: 07470. Tel: 694-1258.
Line: Dynavox.
Terr: Northern N.J.
• WILLINGBORO (Area Code 609)
Forti-Austin Assocs., 50 Windsor Ln. Zip: 08046. Tel: 871-9290. Contact: Joe H. Austin.
Branches: Kensington (Silver Spring Area), Md.; Fort Washington, Philadelphia, Pa.; Richmond, Va.
Lines: Aiko, Concord.
Terr: Del.; Southern N.J.; parts of Pa.
Man In The Middle, 9 Gloria Ln. Zip: 08046. Tel: 877-4738. Pres.: Carl Jacoby.
Lines: Empire Ultrasonics, Royal Sound "RSC".
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.
• WOODCLIFF LAKE (Area Code 201)
Ed Feldman Assocs., 56 Shield Dr. Zip: 07675. Tel: 573-9564.
Line: Major.
Terr: Northern N.J.

NEW YORK

• BALDWINVILLE (Area Code 315)
Kramerson-Randall Sales Corp., 114 Woodland Dr. Zip: 13027. Tel: 622-3425. Pres.: Arnold Kramerson. VP: Robert Randall.
Line: TEAC.
Terr: Upstate N.Y.
• BALLSTON LAKE (Area Code 518)
L. J. McTaggart Assocs., 19 Windmill Court. Zip: 12019. Tel: 877-8586.
Home office: Grand Island (Buffalo), N.Y.
Lines: Ferrograph, Laar Jet Stereo, Newcomb Audio, Onkyo, Voice of Music.
Terr: Upstate N.Y.
• BELLMORE, L.I. (Area Code 516)
Louis W. Keller & Assocs., 1680 Newbridge Rd., North Bellmore 11710. Tel: 785-2826. Pres.: Louis W. Keller.
Branches: Edison, N.J.; Nanuet, N.Y.
Lines: Jefferson, Precor.
Terr: N.J.; Metropolitan New York.
• BUFFALO AREA (Area Code 716)
D. R. Evans Assocs., 120 Pleasantview Ln., West Seneca 14224. Tel: 675-7288. Owner: Donald R. Evans.
Lines: Sansui, Stellavox, Uher.
Terr: Upstate N.Y.
L. J. McTaggart Assocs., 1980 Whitehaven, Grand Island 14072. Tel: 773-9222. Owner: L.J. McTaggart.
Branch: Ballston Lake, N.Y.
Lines: Ferrograph, Laar Jet Stereo, Newcomb Audio, Voice of Music.
Terr: Upstate N.Y.

R. W. Mitscher Co. Inc., 8555 Main St. Zip: 14221. Tel: 633-7970. Pres.: R.W. Mitscher. VP: R.B. Dillinger.
Line: Akai.
Terr: Upstate N.Y.
Nelson-Heintz Assocs., 189 Van Rensselaer St. Zip: 14210. Tel: 853-2202. Owners: Joseph E. Nelson, Donald A. Heintz.
Branches: Camillus, East Chatham, West Henrietta, N.Y.
Line: Lloyd's.
Terr: N.Y.
Al Toupin Sales Inc., 9 Westgate Rd., Kenmore 14217. Tel: 873-8839. Pres. & Sales Mgr.: Al Toupin.
Lines: Pioneer Electronics of America, US Pioneer.
Terr: Upstate N.Y.
Upstate Mds., 1509 Cleveland Dr. Zip: 14225. Tel: 634-4843. Contact: Bob Schlagler.
Branch: Syracuse, N.Y.
Line: Sanyo.
Terr: Upstate N.Y.
• CAMILLUS (Area Code 315)
Nelson-Heintz Assocs., 212 Thornton Circle S. Zip: 13031. Contact: Paul E. Cain.
Home office: Buffalo, N.Y.
Line: Lloyd's.
Terr: N.Y.
• EAST CHATHAM (Area Code 518)
Nelson-Heintz Assocs., Rt. 195. Zip: 12060. Contact: Vincent Fisher.
Home office: Buffalo, N.Y.
Line: Lloyd's.
Terr: N.Y.
• EAST NORTHPORT, L.I. (Area Code 516)
Frank Tabman Sales Inc., 8 Caravan Dr. Zip: 11731. Tel: 368-3096. NYC Tel: (212) 263-4646. Contacts: Frank Tabman, Milt Burger.
Line: Dynavox.
Terr: New York City; N.Y. counties: Nassau, Suffolk.
• ELMONT, L.I. (Area Code 516)
Soundronics Ltd., 147 Locustwood Blvd. Zip: 11003. Tel: 775-8095. Pres.: Leon Schachere. Sales Mgr.: Judd Grishman.
Lines: AGS, Precor.
Terr: Metropolitan New York; N.Y. counties: Nassau, Rockland, Suffolk, Westchester.
• FARMINGDALE, L.I. (Area Code 516)
Bill O'Connor Assocs., 3 Willow Park Center. Zip: 11735. Tel: 293-8888. Pres.: Bill O'Connor. Sales Mgr.: Arty Bloom.
Lines: Hencot, TASCAM.
Terr: Hencot—National, TASCAM—North-eastern USA.
• GLOVERSVILLE (Area Code 518)
Jack Brown Electronics Sales Reps. Inc., 178 Prospect St. Zip: 12078. Tel: 725-3338. Mgr.: James Nelligan.
Home office: Yonkers, N.Y.
Lines: Gibbs, Nuvox, Wollensak.
Terr: N.Y.; Northern N.J.
Croucher Sales Co., 73 Prospect Ave. Zip: 12078. Tel: 725-1145. Pres.: Richard Croucher. Sales Mgr.: Dean Croucher.
Line: Bang & Olufsen.
Terr: Upstate N.Y.
• HILTON (Area Code 716)
Quinn & Mazzeo Sales Inc., PO Box 770. Zip: 14468. Tel: 458-7851. Contact: Joseph Mazzeo.
Home office: Tonawanda, N.Y.
Lines: Bigston, Concord, Sharp.
Terr: Upstate N.Y.
• JERICHO, L.I. (Area Code 516)
Gilbert E. Miller Assocs. Ltd., PO Box 95, 375 N. Broadway. Zip: 11753. Tel: 433-5590. Pres.: Gilbert E. Miller. Sales Mgr.: Manny Nathan.
Branch: Stamford, Conn.
Line: US Pioneer.
Terr: N.J.; Conn.; Fairfield County; Metropolitan New York; N.Y. counties: Rockland, Westchester.
• LYNBROOK, L.I. (Area Code 516)
Julius Rothschild & Co., 292 Broadway. Zip: 11563. Tel: 599-2425. Pres.: Martin Strass.
Branch: Oakland (San Francisco & Bay Area), Calif.
Line: Major.
Terr: Military.
• MASSAPEQUA PARK (Area Code 516)
Jack Brown Electronics Sales Reps. Inc., 62 Charles Ave. Zip: 11762. Tel: 798-4585. Mgr.: Jack Schuster.
Home office: Yonkers, N.Y.
Lines: Gibbs, Nuvox, Wollensak.
Terr: N.Y.; Northern N.J.
• MERRICK, L.I. (Area Code 516)
Moses & Kline Inc., 1710 James St. Zip: 11566. Fair Lawn, N.J. Tel: (201) 791-8538. Owner: Richard Moses.
Home office: Fair Lawn, N.J.
Lines: Car Tapes, Continental Sound.
Terr: Northern N.J.; New York City; N.Y. counties: Nassau, Rockland, Suffolk, Westchester.
• NANUET, L.I. (Area Code 516)
Louis W. Keller & Assocs., 16 Vailshire Circle. Zip: 10954. Tel: 785-2826. Mgr.: Dan Schwartz.
Home office: North Bellmore (Bellmore), N.Y.
Lines: Jefferson, Precor.
Terr: N.J.; Metropolitan New York.
• NEW YORK METROPOLITAN AREA (Area Code 212)
Apco Sales, 370 Seventh Ave., Suite 714. Zip: 10001. Tel: 239-4760. Contact: Paul Kaye.
Line: Astrex.
Dan Berman Sales, 179-49 Tudor Rd., Jamaica Estates 11432. Tel: 380-0071. Pres. & Sales Mgr.: Dan Berman.
Lines: IDI, Sparkomatic.
Terr: Northern N.J.; Metropolitan New York; Puerto Rico.
Bettan Sales Inc., 77-15 164 St., Flushing 11366. Tel: 591-9600. Pres.: Martin Bettan. Sales Mgr.: Phil Bettan.
Lines: Telex, Tenna, Viking.
Terr: Northern N.J.; New York City.
Bluebell Int'l., 8 W. 40 St. Zip: 10018. Tel: 565-1864. Contact: Robert H. Watt.
Line: BSR.
Terr: (Military) Alaska; Hawaii; Far East; Panama Canal Zone.
Jack Brown Electronics Sales Reps. Inc., 166-65 20 Ave. Zip: 11359. Tel: 428-7215. Mgr.: Paul Capus.
Home office: Yonkers, N.Y.
Line: Gibbs, Nuvox, Wollensak.
Terr: N.Y.; Northern N.J.

Cosmopolitan Sales Assocs., 120 E. 34 St. Zip: 10016. Tel: 679-0384. Pres.: Bob Cohen.
Line: Admiral.
Terr: Northern N.J.; Metropolitan N.Y., including Long Island, Westchester.
Marty Gordon, 315 Ocean Pkwy., Brooklyn 11218. Tel: 871-7996.
Line: Dynavox.
Terr: Caribbean Islands, Puerto Rico.
I M C (div. of Interphoto Corp.), 23-20 Jackson Ave., Long Island City 11101. Tel: 392-7600. Pres.: J. Littman. Sales Mgr.: B. Kamin.
Line: Ross.
Terr: National excluding Hawaii.
I. B. Jackson Assocs., 400 E. 56 St. Zip: 10022. Tel: 924-3520. Contact: Irwin Jackson.
Line: Car Tapes.
Terr: Metropolitan New York including Long Island.
Kroyden Electronics Inc., 767 Fifth Ave. Zip: 10022. Tel: 752-7210. Pres.: Murray Singer. Sales Mgr.: Harold Dennis.
Lines: JIL, Lloyd's.
Terr: Northern N.J.; Metropolitan New York including Long Island, Westchester.
The Arthur Litman Co., 220 Fifth Ave., Suite 1301. Zip: 10001. Tel: 685-2020. Pres.: Arthur Litman.
Line: Bigston.
Terr: N.J.; Metropolitan New York.
Victor Lulla Assocs., 500 E. 77 St. Zip: 10021. Tel: 249-0331. Contact: Victor Lulla.
Line: Major.
Terr: N.Y.
Marketing East Inds. Corp., 370 Seventh Ave. Zip: 10001. Tel: 239-1120. Pres.: Martin Friedman.
Lines: Aiko, Jefferson, Precor, Webcor.
Terr: Conn.; N.J.; N.Y.
RPM Sales Co. Inc., 1270 Broadway. Zip: 10001. Tel: 564-1510. Pres.: M.J. Montuoro.
Line: Sanyo.
Terr: Metropolitan New York & N.J.
Recco Audio Inc., 71-35 Austin St., Forest Hills 11375. Tel: 544-4470. Pres.: Arthur Halbreich. Sales Mgr.: Fred Klein.
Line: Hitachi.
Terr: New England; N.Y.
Rolyn Inds. Inc., 175 Fifth Ave. Zip: 10010. Tel: 777-4707. Pres.: Howard W. Brody.
Lines: Midland, Teletone.
Terr: Metropolitan New York & N.J.
Selton Sales Co. Inc., 47 W. 34 St. Zip: 10001. Tel: 736-2822. Contacts: Mike Selton, Glenn Liguori.
Line: Peerless.
Westview Inds., Hotel McAlpin, Suite 590, 34 St. & Broadway. Zip: 10001. Tel: 279-4834. Contact: Dan Green.
Line: Major.
Terr: New York City; N.Y. counties: Nassau, Suffolk, Westchester.
• PELHAM (Area Code 914)
Moses & Kline Inc., 332 Seventh Ave. Zip: 10803. Fair Lawn, N.J. Tel: (201) 791-8538. Contact: Steve Kappel.
Home office: Fair Lawn, N.J.
Lines: Car Tapes, Continental Sound.
Terr: Northern N.J.; New York City; N.Y. counties: Nassau, Rockland, Suffolk, Westchester.
• PITTSFORD (Area Code 716)
Leicht Mktg. Co. Inc., 1 Grove St. Zip: 14534. Tel: 381-2575. Contacts: Dave & Jerry Leicht.
Line: Broadmoor.
Terr: Upstate N.Y.
• PORT CHESTER (Area Code 914)
Reich & Bernstein, 11 Winthrop Dr. Zip: 10573. Tel: 939-5408. Pres. & Sales Mgr.: Gene Reich.
Line: Sansui.
Terr: Northern N.J.; New York City; N.Y. counties: Nassau, Rockland (West), Suffolk.
• ROCHESTER (Area Code 716)
Jack Brown Electronics Sales Reps. Inc., 157 Rawlinson Rd. Zip: 14617. Tel: 266-2728. VP: Warren Kaufman.
Home office: Yonkers, N.Y.
Lines: Gibbs, Nuvox, Wollensak.
Terr: Upstate N.Y.
Dworkin/Rill Co., 60 Yarmouth Rd. Zip: 14610. Tel: 288-7675. Contact: Sol Dworkin.
Branch: Syracuse, N.Y.
Line: Dynavox.
Terr: Upstate N.Y.
Harold Fishman Inc., 134 Carol Dr. Zip: 14617. Tel: 286-7898. Pres.: Hal Fishman. VP: Lou Buduson.
Line: Juliette.
Terr: Upstate N.Y.
Walter Westerbeke, 99 Cobleskill Dr. Zip: 14626. Tel: 227-2622.
Line: AFCO.
Z & H Assocs., 604 Suburban Court. Zip: 14620. Tel: 244-6380. Contacts: Richard T. Zeussler, Jim Chambers.
Line: IDI.
Terr: Upstate N.Y.
• ROCKVILLE CENTRE, L.I. (Area Code 516)
Willgold Electronic Sales Corp., 100 N. Village Ave. Zip: 11571. Tel: 764-4022. Pres.: Richard C. Hampson. Sales Mgr.: Jerry Greenberg.
Lines: Automatic Radio, Mercury, Pax.
Terr: N.J.; Metropolitan New York.
• SPRING VALLEY (Area Code 914)
Bert Gedzelman Sales Co., 8 Ann Blvd. Zip: 10977. Tel: 356-3477. Contact: Bert Gedzelman.
Line: BSR.
Terr: New England.
• SYOSSET, L.I. (Area Code 516)
Weiss & Karpel Co. Inc., 121 Eileen Way. Zip: 11791. Tel: 921-7682. Pres.: S.A. Weiss. VP: Martin Karpel.
Line: Sharp.
Terr: Metropolitan New York.
• SYRACUSE AREA (Area Code 315)
Jack Brown Electronics Sales Reps. Inc., 104 Carolyn Ave., Liverpool 13088. Tel: 451-1471. Mgr.: Ronald Lillquist.
Home office: Yonkers, N.Y.
Lines: Gibbs, Nuvox, Wollensak.
Terr: N.Y.; Northern N.J.
Dworkin/Rill Co., 307 DeForest Rd., De Witt 13214. Contact: Cyril Rill.
Home office: Rochester, N.Y.
Line: Dynavox.
Terr: Upstate N.Y.
The Lewis-Dunnigan Co., 107 Rivering Rd. Zip: 13088. Tel: 622-2133. Owners: T. Richard Dunnigan, William J. Lewis. Branch: 2 Morton Rd., De Witt 13214. Tel: 446-2807.
Line: Audiovox.
Terr: Upstate N.Y.
William Tauber Co., 151 Fayette Blvd. Zip: 13224. Tel: 446-7094. Owner: William Tauber. Sales Mgr.: Steven L. Tauber.
Lines: BASF, Medallion.
Terr: Upstate N.Y.

Upstate Mds., 252 Huntley St. Zip: 13208. Tel: 472-3381. Pres.: Manny Garbin.
Branch: Buffalo, N.Y.
Line: Sanyo.
Terr: Upstate N.Y.
• TONAWANDA (Area Code 716)
Quinn & Mazzeo Sales Inc., 328 Forbes. Zip: 14150. Tel: 692-9347. Contact: Jim Quinn.
Branch: Hilton, N.Y.
Lines: Bigston, Concord, Sharp.
Terr: Upstate N.Y.
• TUCKAHOE (Area Code 914)
Stang Sales Corp., 271 Columbus Ave. Zip: 10707. Tel: 779-6868. Pres.: Robert A. Stang. Sales Mgr.: Murray Fink.
Line: Dokorder.
Terr: Northern N.J., excluding Trenton; New York City; N.Y. counties: Nassau, Rockland, Suffolk, Westchester.
• WEST HENRIETTA (Area Code 716)
Nelson-Heintz Assocs., 5722 W. Henrietta Rd. Zip: 14583. Contact: Robert Shookus.
Home office: Buffalo, N.Y.
Line: Lloyd's.
Terr: N.Y.
• YONKERS (Area Code 914)
Adelman-Pinz Sales Corp., 570 Yonkers Ave. Zip: 10704. Tel: 423-4747. Pres.: B.M. Pinz.
Line: Jensen.
Terr: Northern N.J.; Metropolitan New York.
Jack Brown Electronics Sales Reps. Inc., 207 Rose-dale Rd. Zip: 10710. Tel: 779-7330. Pres.: Jack Brown. VP & Sales Mgr.: Warren Kaufman.
Branches: Gloversville, Massapequa Park, New York, Rochester, Liverpool (Syracuse Area), N.Y.
Lines: Gibbs, Nuvox, Wollensak.
Terr: N.Y.; Northern N.J.

NORTH CAROLINA

• CHARLOTTE (Area Code 704)
DeWitt Austin Co. Inc., 2911 Ferncliff Rd. Zip: 28211. Tel: 366-4643. Pres.: DeWitt Austin. Sales Mgr.: Ronald Austin.
Line: Weltron.
Terr: N.C.; S.C.; Tenn.; Va.
Automotive Mktg. & Sales Co., 2500 Eastway Dr., Apt. 40J. Zip: 28205. Tel: 536-6955. Contact: Charles McFarland.
Home office: Atlanta, Ga.
Line: IDI.
Terr: Nine southern states.
Corey Sales Co., 4601 Park Rd. Zip: 28209. Tel: 527-2570. Pres.: C.C. Corey.
Line: Panasonic.
Terr: N.C.; S.C.
Hollingsworth & Still Inc., PO Box 25344. Zip: 28215. Tel: 536-7047. Pres.: K.P. Magee. Sales Mgr.: Perry Hooker.
Home office: Atlanta, Ga.
Line: Muntz Stereo.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Eastern Tenn.; Va.; Pittsylvania County.
Ray Kale Co., 1351 E. Morehead St. Zip: 28204. Tel: 372-4252. Owner: Ray Kale.
Line: Sanyo.
Terr: N.C.; S.C.
Miles Sales Co., 803K High Meadow Ln. Tel: 525-6523. Contact: Bob Miles.
Line: Peerless.
L. D. Roddey Sales Co., PO Box 11302, 115 East Blvd. Zip: 28209. Tel: 375-5712.
Line: Tandberg.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va., excluding Alexandria, Arlington, Falls Church.
Top Sales Co., 5511 Old Monroe Rd. Zip: 28212. Tel: 535-5384. Contact: Felix Sabates.
Line: Astrex.
• GREENSBORO (Area Code 919)
Adams & Assocs. Inc., PO Box 9256, 1300 West-ovter Terr. Zip: 27408. Tel: 272-6838. Pres. & Gen. Mgr.: T.N. Adams.
Branches: Birmingham, Ala.; Orlando, Fla.; Decatur (Atlanta Metropolitan area), Ga.; Knoxville, Tenn.
Line: Kraco.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Central & Eastern Tenn.; Danville, Va.
Paul Hayden Assocs., 2006 Crestridge Rd. Zip: 27403. Tel: 292-2342. Mgr.: Edward H. Krone.
Home office: East Point (Atlanta Metropolitan Area), Ga.
Lines: Car Tapes, Sanyo, Solar Sound, Wollensak.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.
Stanley K. Wallace Assocs. Inc., Box 7628, Hilltop Rd. Sta. Zip: 27507. Tel: 292-0487. Mgr.: Jack D. Bataille.
Home office: Tampa, Fla.
Line: Uher.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.
• KERNERSVILLE (Area Code 919)
Stanley K. Wallace Assocs. Inc., Box 526. Zip: 27284. Tel: 993-3993. Mgr.: M.E. Molsinger Jr.
Home office: Tampa, Fla.
Line: Uher.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.
• RALEIGH (Area Code 919)
Elmar Assocs., 4909 Carteret Dr. Zip: 27609. Tel: 787-2841. VP: P.E. Howell.
Home office: Atlanta, Ga.
Lines: Aiko, Akai, Sanyo.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

OHIO

• AKRON (Area Code 216)
Brennan & Howard Inc., 30 Merz Blvd. Zip: 44313. Tel: 836-2296.
Home office: Cleveland, Ohio.
Line: Sharp.
Terr: Ky.; Ohio except Toledo.
Jim Klivans Ents. Inc., PO Box 5168. Zip: 44313. Tel: 867-4066. Contact: Jim Klivans.
Line: Electro Brand.
Terr: Ohio; W.Va.; Western Pa.
Shamrock Electronic Sales Inc., 2830 Copley Rd. Zip: 44321. Tel: 866-37

Tape Services Directory

MANUFACTURERS' REPRESENTATIVES

Continued from page TR-31

Lines: Voice of Music, Weltron.
Terr: Ind.; Ky.; Mich.; Ohio; W.Va.; Western Pa.

CINCINNATI (Area Code 513)

Brennan & Howard Inc., 500 Northland Blvd. Zip: 45240. Tel: 851-5000.
Home office: Cleveland, Ohio.
Line: Sharp.
Terr: Ky.; Ohio except Toledo.

F. A. Daugherty Co., 1324 Longacre Dr. Zip: 45240. Tel: 851-3175. Mgr.: Robert A. DeLisle.
Home office: Cleveland, Ohio.
Lines: Fisher, Wollensak.
Terr: Ohio.

Harold Lehmer Sales Co., 2312 Losantville Rd. Zip: 45237. Tel: 621-7707. Contact: Harold Lehmer.
Line: ICP.
Terr: Ky.; Southern Ohio.

McFadden Sales Co., 2327 Walden Glen Circle. Zip: 45231. Tel: 825-1224. Contact: John Cameron.
Home office: Columbus, Ohio.
Line: Tandberg.
Terr: Ind.; Ky.; Ohio.

Stricker & Hahn, 807 Hickory Hill Ln. Zip: 45215. Tel: 761-8513.
Line: KLH.
Terr: Ohio.

CLEVELAND METROPOLITAN AREA (Area Code 216)

Astro Sales Inc., 672 Alpha Dr. Zip: 44143. Tel: 461-4500. Pres.: Dick Rose.
Lines: Claricon, Concord, Pioneer.
Terr: Ohio; W.Va.; Western Pa.

B & F Mktg., 23600 Mercantile Rd., Beachwood 44122. Tel: 292-6344. Contact: Stu Falk.
Line: Astrex.

Brennan & Howard Inc., 33391 Aurora Rd. Zip: 44139. Tel: 248-6033.
Branches: Louisville, Ky.; Akron, Cincinnati, Dayton, Ohio.
Line: Sharp.
Terr: Ky.; Ohio except Toledo.

C & C Mktg. & Sales, 1564 Lyndhurst Ave. Zip: 44124. Tel: 442-2708. Contact: Carmen Caserio.
Branch: Pittsburgh, Pa.
Line: Broadmoor.
Terr: Ohio.

Classic Prods. Inc., 23715 Mercantile Rd. Zip: 44121. Tel: 464-7717. Pres.: Arnold Blitzer.
Line: Lloyd's.
Terr: Ohio.

Commercial Sound Co., 5300 E. 141 St. Zip: 44137. Tel: 663-7949. Pres.: Emil F. Kind.
Line: Telex.
Terr: Mich.; Ohio; W.Va.; Western Pa.

F. A. Daugherty Co., 6025 Mayfield Rd. Zip: 44124. Tel: 449-1122. Pres.: F.A. Daugherty. Sales Mgr.: Bill Daugherty.
Branch: Cincinnati, Ohio.
Line: Fisher, Wollensak.
Terr: Ohio.

R. C. First Co. (div. of William L. Lampe Inc.), 19561 Miles Ave., North Randall 44128. Tel: 232-6477. Pres.: Richard C. First. Sales Mgr.: Don S. Cuffman.
Line: Boman Astronox, Gibbs.
Terr: Ind.; Ky.; Ohio.

International Mfg. & Mktg. Corp., Bel Aire Bldg., 26100 Brush Ave., Euclid 44132. Tel: 531-3333.
Home office: Worthington (Columbus Area), Ohio.
Line: Car Tapes.
Terr: Ind.; Ky.; Ohio.

K A M Mktg. Co., 23715 Mercantile Rd. Zip: 44122. Tel: 464-7717. Pres.: Aaron Kranitz.
Lines: Juliette, Lear Jet Stereo.
Terr: Ohio.

M S Sales Corp., 670 S. Green Rd., South Euclid 44121. Tel: 382-2060. Pres.: Herb Spokane.
Line: Sanyo.
Terr: Ohio; W.Va.; Western Pa.

McFadden Sales Co., 6965 Carriage Hill Dr., Apt. 203, Brecksville 44141. Tel: 526-3376. Contact: Scott Haines.
Home office: Columbus, Ohio.
Line: Tandberg.
Terr: Ind.; Ky.; Ohio.

J. B. Parent Co., 19706 Center Ridge Rd. Zip: 44116. Tel: 333-9955. Pres.: J.B. Parent.
Line: Sansui.
Terr: Ohio; W.Va.; Western Pa.

Stan Roberts Sales Co., 23742 Greenlawn Ave. Zip: 44122. Tel: 382-7150. Contact: Stan Roberts.
Line: ICP.
Terr: Northern Ohio.

Schroeder Sales, 2084 Noble Rd. Zip: 44112. Tel: 268-3636. Pres.: Henry J. Schroeder.
Lines: Sanyo, Yamaha.
Terr: Mich.; Ohio; Western Pa.

Norman Sigel, 3188 Warrington Rd., Shaker Heights 44120. Tel: 752-5843.
Line: Major.
Terr: Ohio.

Spectra Sales Co., 22476 Byron Rd. Zip: 44122. Tel: 561-8900. Pres.: Jim Bialosky. VP & Sales Mgr.: Frank Bauer.
Lines: Audiovox, Sanyo, Soundlite, Telex.
Terr: Ohio; W.Va.; Western Pa.

COLUMBIA STATION (Area Code 216)

C. L. Pugh & Assocs., 25423 Sprague Rd. Zip: 44028. Tel: 235-6028. Mgr.: Robert Martin.
Home office: Columbus, Ohio.
Line: Craig.
Terr: Ohio; W.Va.; Western Pa.

COLUMBUS AREA (Area Code 614)

Abcom Sales, 1166 Chesapeake Ave. Zip: 43212.
Lines: Sony, Superscope.

International Mfg. & Mktg. Corp., PO Box 328, 7420 Worthington-Galena Rd., Worthington 43085. Tel: 885-4900/2522. Contact: Norman Arndt.
Branch: Euclid (Cleveland Metropolitan Area), Ohio.
Line: Car Tapes.
Terr: Ind.; Ky.; Ohio.

Mandabach & Assocs., 1350 Crestwood Ave. Zip: 43227. Tel: 235-0265. Owner: John A. Mandabach.
Line: Tape-Athon.
Terr: Ohio; W.Va.; Western Pa.

McFadden Sales Co., 150 E. Broad St. Zip: 43215. Tel: 221-3363. Pres. & Sales Mgr.: R.D. Wood. Branches: 4846 Mocking Bird Court N. Zip: 43229. Tel: 848-9907. Contact: Ken Lambourn-6558 Masefield St., Worthington 43085. Tel: 888-0371. Contact: Jim McCandless.

Branches: Indianapolis, Ind.; Cincinnati, Cleveland, Ohio.
Line: Tandberg.
Terr: Ind.; Ky.; Ohio.

C. L. Pugh & Assocs., 2144 Riverside Dr. Zip: 43221. Tel: 486-9678. Pres. & Sales Mgr.: Ted Magnuson, VP: Dick Geisler.
Branches: Columbia Station, Ohio; Pittsburgh, Pa.
Line: Craig.
Terr: Ohio; W.Va.; Western Pa.

DAYTON (Area Code 513)

Bear Mktg., 1563 E. Dorothy Ln. Zip: 45429. Tel: 299-3566.
Home office: Richfield, Ohio.
Lines: Akai, Muntz Stereo.
Terr: Ohio; Ky. counties: Boone, Campbell, Kenton.

Brennan & Howard Inc., 1201 Hempstead Rd. Zip: 45429. Tel: 299-6109.
Home office: Cleveland, Ohio.
Line: Sharp.
Terr: Ky.; Ohio except Toledo.

N. Browning Co. Ltd., 2843 Culver Ave. Zip: 45429. Tel: 298-5973. Pres.: N. Browning. Sales Mgr.: G.M. Hauer.
Line: Revox.
Terr: Ind.; Ky.; Ohio; W.Va.; Western Pa.

Carroll D. McMullin & Assocs., 4498 Stonecastle Dr., Suite 212. Zip: 45440. Tel: 426-5062. Owner & Sales Mgr.: Carroll D. McMullin.
Lines: Astrex, Bigston.
Terr: Ky.; Ohio; W.Va.

T. R. Moore & Assocs., 1741 Washington Creek Ln. Zip: 45459. Tel: 433-0762. Owner: T. R. Moore.
Line: Astrocom-Marlux.
Terr: Ohio.

Shamrock Electronic Sales Inc., 805 Rockhill Ave. Zip: 45429. Tel: 298-3052. Mgr.: William C. Harding.
Home office: Akron, Ohio.
Lines: Voice of Music, Weltron.
Terr: Ind.; Ky.; Mich.; Ohio; W.Va.; Western Pa.

HILLIARD (Area Code 614)

Tom Grant Assocs., 590 Mengel Ln. Zip: 43026. Tel: 876-7823. Mgr.: Keith H. Fannon.
Home office: Medina, Ohio.
Lines: Dokorder, Xtal.
Terr: Ohio; W.Va.; Western Pa.

HUDSON (Area Code 216)

Morrison Mktg. Assocs. Co., Box 459, 95 Hamden Dr. Zip: 44238. Tel: 656-2520. Contact: Bruce Morrison.
Line: Mercury, Pax.
Terr: Ohio.

MEDINA (Area Code 216)

Tom Grant Assocs., 2510 Medina Rd. Zip: 44256. Tel: 725-6528. Pres.: Tom Grant.
Branch: Hilliard, Ohio.
Lines: Dokorder, Xtal.
Terr: Ohio; W.Va.; Western Pa.

James H. Podolny Co., 251 S. Court St. Zip: 44256. Tel: 723-1546. Pres.: J.H. Podolny.
Line: TEAC.
Terr: Ohio; W.Va.; Western Pa.

RICHFIELD (Area Code 216)

Bear Mktg., 3623 Brecksville Rd. Zip: 44286. Tel: 659-3131. Pres.: D.P. Locke. Mktg. Mgr.: P.L. King.
Branch: Dayton, Ohio.
Lines: Akai, Muntz Stereo.
Terr: Ohio; Ky. counties: Boone, Campbell, Kenton.

ST. MARYS (Area Code 419)

The Repp Co., 213 Concord Ave. Zip: 45885. Tel: 394-4724.
Contacts: David Cervone, Don Rowan.
Line: Dynavox.
Terr: Ohio.

OKLAHOMA

OKLAHOMA CITY (Area Code 405)

Johnson & Assocs. Inc., PO Box 12705. Zip: 73132. Tel: 947-6433. Pres. & Sales Mgr.: O.R. Johnson.
Branch: Dallas, Tex.
Lines: Bon Sonic, Mercury, Metro Sound, Pax, Toshiba, Xtal.
Terr: Ark.; La.; Okla.; Tex.

Sid Menely & Assocs., 716 NW 42 St. Zip: 73118. Tel: 525-5084.
Line: Sharp.
Terr: Okla., Tex. excluding El Paso.

TULSA (Area Code 918)

Miller & Assocs. Inc., 3761 S. 91 East Ave. Zip: 74145. Tel: 663-2970. Mgr.: C.L. Coates.
Home office: Dallas, Tex.
Lines: Pioneer Electronics of America, Sony, Superscope.
Terr: Ark.; La.; Miss.; Okla.; Tex. excluding El Paso County.

Texport Co., 1523 S. Harvard, Suite 201. Zip: 74112. Tel: 939-1727. Mgr.: Edward J. Forrest Jr.
Home office: Richardson (Dallas Area), Tex.
Lines: Car Tapes, Fisher.
Terr: Ark.; La.; Miss.; Okla.; Tex.; Western Tenn.

OREGON

LAKE OSWEGO (Area Code 503)

McMillan Electronics, 16679 SW Maple Circle. Zip: 97034. Tel: 638-6257. Owner & Sales Mgr.: A.C. McMillan.
Line: Tobosonic.
Terr: Ore.; Wash.

PORTLAND (Area Code 503)

A & L Dist'g Co., 2801 SE 14. Zip: 97202. Tel: 234-9555. Pres.: Ed Lippincott.
Lines: Hitachi, Juliette, Lear Jet Stereo, Muntz Stereo.
Terr: Ore.; Wash.; 5 river cities.

Jos. V. BeLusko Co., 2355 NW Quimby St. Zip: 97210. Tel: 222-4279. Owner: Joseph V. BeLusko.
Line: US Pioneer.

Sales: Alaska; Idaho; Mont.; Ore.; Wash.
C B Sales Inc., 6926 NE Sandy Blvd. Zip: 97213. Tel: 281-8972. Pres.: Gene A. Carroll. Sales Mgr.: D.H. Brown.
Lines: Boman Astronox, Capehart, Miida, Peerless, Triumph-General Time.

Terr: Idaho; Ore.; Wash.; Northwestern Mont. & Brown Co. Inc. 7719 SW Capitol Hwy. Zip: 97219. Tel: 245-2283. VP: L.H. Brown.
Home office: Seattle, Wash.
Lines: Sanyo, Weltron.

Terr: Idaho; Ore.; Wash.; Western Mont.
Lowell Gillespie & Assocs., 1329 SW Hume St. Zip: 97219. Tel: 246-1692. Owner: Lowell Gillespie.
Branch: Seattle, Wash.
Line: Car Tapes.

Terr: Ore.; Wash.; Western Idaho.
W. P. Hemenway Co., PO Box 4032. Zip: 97208. Tel: 222-3687. Contact: Bill Hemenway.
Line: Electro Brand.

Terr: Colo.; Idaho; Mont.; Utah; Wash.; Wyo.
J V Ents., 2350 SW Hossman. Zip: 97201. Tel: 223-7713.
Line: AFCC.

Richard Lagg Co., 4475 SW Scholls Ferry Rd. Zip: 97225. Tel: 282-8824. Pres.: Richard R. Legg. Sales Mgr.: Owen S. Bland.
Lines: Lear Jet Stereo, Numarc.
Terr: Alaska; Ore.; Wash.

Ron Merritt Co., 2035 SW 58 Ave. Zip: 97221. Tel: 292-8762.
Home office: Seattle, Wash.
Line: Hitachi.
Terr: Alaska; Idaho; Ore.; Wash.; Western Mont.

Muntz Sales, 1785 N. Jantzen Dr. Zip: 97217. Tel: 285-0078. Pres. & Sales Mgr.: James Muntz.
Lines: Boman Astronox, Concord, Jet Sound, Mayfair.
Terr: Ore.; Wash.; Eastern Idaho.

P & G Assocs., 2367 NW Gumby Zip: 97210. Tel: 222-1631.
Home office: Kent, Wash.
Line: AFCC.

Rep/Ore, 734 NW Glisan St. Zip: 97209. Tel: 228-8520. Contact: Dean Muckle.
Line: Federal.
Representatives Northwest Inc., 4949 SE 26 St. Zip: 97202. Tel: 233-3674.
Line: Sharp.

Terr: Alaska; Ore.; Wash.; Northern Idaho excluding Adams, Lemhi, Valley Counties.

SALEM (Area Code 503)

M. K. Widdekind Co., 2392 Sunnyview Ave. NE. Zip: 97303. Tel: 363-6445. Contact: B.J. Wallig.
Home office: Seattle, Wash.
Line: Broadmoor.
Terr: Alaska; Idaho; Ore.; Wash.; Western Mont.

PENNSYLVANIA

ARDMORE (Area Code 215)

Ardlee Assocs., 200 W. Montgomery Ave. Zip: 19003. Tel: 896-7800. Pres.: Ed Behm. Sales Mgr.: Tom DeGleria.
Line: Dyn.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

ASTON (Area Code 215)

E-K-P Assocs. Inc., 1555 Springhill Dr. Zip: 19014. Tel: 459-4517. Mgr.: Greg Winner.
Home office: Easton, Pa.
Line: Audiovox.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J. including Trenton; Eastern Pa. including State College.

BERWYN (Area Code 215)

Ed Beetem & Son, Main Line, Berwyn Apts., Apt. B310. Zip: 19312. Tel: 644-1105. Contact: Ed Beetem.
Line: Major.
Terr: Southern N.J.; Eastern Pa.

BETHLEHEM (Area Code 215)

E-K-P Assocs. Inc., 1050 Hellertown Rd. Zip: 18015. Tel: 691-5250. Mgr.: Tom Kaiser.
Home office: Easton, Pa.
Line: Audiovox.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J. including Trenton; Eastern Pa. including State College.

CAMBRIDGE SPRINGS (Area Code 814)

Shamrock Electronic Sales Inc., 297 1/2 McClellan St. Zip: 16403. Tel: 398-8348. Mgr.: Don Hilliard.
Home office: Akron, Ohio.
Lines: Voice of Music, Weltron.
Terr: Ind.; Ky.; Mich.; Ohio; W.Va.; Western Pa.

CORNWELLS HEIGHTS (Area Code 215)

Lienau Assocs. Zip: 19020. Tel: 757-8819. Contact: Harry Matthews.
Home office: Rockville, Md.
Lines: Automatic Radio, Fisher, TEAC.
Terr: Del.; Wash., D.C.; Md.; Pa.; Va.; W.Va.; Southern N.J.

Reps Ltd., 1139 Nashaminy Valley Dr. Zip: 19020. Tel: 752-0275. Pres.: Barbara Schwartz, Gen. Mgr.: Jack Shore.
Line: Sanyo.
Terr: Parts of Del., N.J., Pa.

DOYLESTOWN (Area Code 215)

Lienau Assocs., 756 Sandy Ridge Rd. Zip: 18901. Tel: 345-1691. Contact: John Schultz.
Home office: Rockville, Md.
Lines: Automatic Radio, Fisher, TEAC.
Terr: Del.; Wash., D.C.; Md.; Pa.; Va.; W.Va.; Southern N.J.

DREXEL HILL (Area Code 215)

A B & T Sales Corp., 3815 Albermarle Ave. Zip: 19026. Tel: 622-5338. Salesman: Michael H. Irwin.
Home office: Olney, Md.
Lines: Harman-Kardon, Sanyo.
Terr: Del.; N.J.; Pa.

EASTON (Area Code 215)

E-K-P Assocs. Inc., 905 Miller St. Zip: 18402. Tel: 258-6477/6484. Pres.: Richard R. Kaiser. Sales Mgr.: A.M. Pecore.
Branches: Baltimore, Md.; Aston, Bethlehem, Pa.
Line: Audiovox.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J. including Trenton; Eastern Pa. including State College.

FORT WASHINGTON (Area Code 215)

Forti-Austin Assocs., 302 Powder Horn Rd. Zip: 19038. Tel: 825-2325. Contact: C.W. Frederick.
Home office: Willingboro, N.J.
Line: Aiko, Concord.
Terr: Del.; Southern N.J.; Parts of Pa.

JENKINTOWN (Area Code 215)

Gross-Gordon Sales Co., Benjamin Fox Pavilion, Foxcroft Sq., Suite 528. Zip: 19046. Tel: 884-7787. Contacts: Joe Gordon, Don Gross.
Line: IDI.
Terr: Del.; Wash., D.C.; Md.; Southern N.J.; Eastern Pa.; Va. counties: Arlington, Fairfax.

McMURRAY (Area Code 412)

Ken Cooper & Assocs., 112 Oakwood Rd. Zip: 15317. Tel: 941-6473. Owner: Ken Cooper.
Line: Tandberg.
Terr: W.Va.; Western Pa.

MONROEVILLE (Area Code 412)

Lienau Assocs., 3930 Northern Pike. Zip: 15148. Tel: 372-2993. Contact: Jack Silverstein.
Home office: Rockville, Md.
Line: Fisher.
Terr: W.Va.; Western Pa.

NORRISTOWN (Area Code 215)

A B & T Sales Corp., 251 W. DeKalb Pike, King of Prussia 19406. Tel: 265-2028. Mgr.: Mitt Dienes.
Home office: Olney, Md.
Lines: Harman-Kardon, Sanyo.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

Associated Electronic Reps. Inc., 251 W. DeKalb Pike, No. C105, King of Prussia 19406. Tel: 265-2028. Pres.: Mitt Dienes.
Lines: Harman-Kardon, Sanyo.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

PAOLI (Area Code 215)

Babcock-Johnson, 15 Paoli Plaza, Suite 1. Zip: 19301. Tel: 647-4220. Contacts: Lloyd Babcock, John Johnson.
Line: Broadmoor.
Terr: Southern N.J.; Eastern Pa.

PHILADELPHIA METROPOLITAN AREA (Area Code 215)

Forti-Austin Assocs., 9205 Rising Sun Ave. Zip: 19115. Contact: Irving Tannenbaum.
Home office: Willingboro, N.J.
Line: Aiko, Concord.
Terr: Philadelphia.

Wilfrid Graham Assocs., 610 Latham Dr., Wynnewood 19096. Tel: 649-3027/9822. Pres. & Sales Mgr.: Wilfrid Graham.
Lines: Brother, Sansui.
Terr: Del.; Southern N.J.; Eastern Pa.

Robert Huber, 5 E. Brookhaven Rd., Wallingford 19086. Tel: 566-7931.
Line: ICP.
Terr: Va.

Herman Lewis, 1801 John F. Kennedy Blvd. Zip: 19103. Tel: 587-5020. Contact: Sam Ross.
Line: Dynavox.
Terr: Del.; Eastern Pa.

Penn Reps. Co., 3900 Ford Rd., Suite PH-Q. Zip: 19131. Tel: 877-3245. Pres.: Laurence J. Yasner. Sales Mgr.: Jules Goffman.
Lines: Hitachi, Telex.
Terr: Del.; Md.; Wash., D.C.; Central & Southern N.J.; Central & Eastern Pa.

Mark Pitkow Co., 8921 Turton Dr. Zip: 19115. Tel: 464-8921. Pres. & Sales Mgr.: Mark Pitkow.
Line: Tandberg.
Terr: Del.; Md.; Southern N.J.; Eastern Pa.; Northern Va.

Sam Ross, St. Regis Apts., No. A401, 2201 Tremont St. Zip: 19115. Tel: 742-1600.
Line: Dynavox.
Terr: Del.; Southern N.J.; Eastern & Southern Pa.

Martin Weinberg Assocs., 1919 Waverly Rd., Laverock 19118. Tel: 549-1122, 885-1918. Owner: Martin Weinberg.
Lines: Medallion, Midland.
Terr: Del.; Southern N.J.; Eastern Pa.

PITTSBURGH AREA (Area Code 412)

Aurora Sales Co., 2337 Greensburg Pike. Zip: 15221. Tel: 884-0900. Contact: George Schmittetter.
Line: ICP.
Terr: W.Va.; Western Pa.

L. Robert Benjamin Assocs., 4840 McKnight Rd. Zip: 15237. Tel: 366-4215. Contact: Bob Benjamin.
Line: Lloyd's.
Terr: Youngstown, Ohio; Western Pa.

C & C Mktg. & Sales, 84 Woodhaven Dr. Zip: 15228. Tel: 341-1571, 561-6432. Contact: Don Small.
Home office: Cleveland, Ohio.
Line: Broadmoor.
Terr: Ohio.

Furman-Schwartz Assocs. Inc., 7555 Roslyn St. Zip: 15218. Tel: 271-8113. Pres.: Sol Furman. Sales Mgr.: William A. Schwartz.
Line: Car Tapes.
Terr: W.Va.; Md. counties: Allegany, Garrett, Western Pa.

L. Murman Assocs. Inc., 2543 Beechwood Blvd. Zip: 15217. Tel: 391-4669. Pres.: Leonard Murman.
Lines: Audiovox, Toshiba.
Terr: W.Va.; Western Pa.

C. L. Pugh & Assocs., 512 Crestline Dr. Zip: 15234. Tel: 531-2731. VP: Sam MacCallum.
Home office: Columbus, Ohio.
Line: Craig.
Terr: Ohio; W.Va.; Western Pa.

Don Small Assocs., 84 Woodhaven Dr. Zip: 15228. Tel: 341-1571. Contact: Don Small.
Line: IDI.
Terr: Mich.; Ohio; W.Va.; Western Pa.

Tanner Co., 486 Broadmoor Ave. Zip: 15228. Tel: 561-4687. Owner & Sales Mgr.: Robert E. Tanner.
Line: Mercury.
Terr: W.Va.; Western Pa.

Joel Wolfson Co., 201 Penn Center Blvd. Zip: 15235. Tel: 823-8400. Owner: Joel Wolfson.
Lines: Harman-Kardon, Wollensak.
Terr: W.Va.; Western Pa.

POCOPSON (Area Code 215)

Direct Sales, PO Box 36. Zip: 19366. Tel: 564-3538. Contact: Martin Polikoff.
Line: ICP.
Terr: Del.; Southern N.J.; Eastern Pa.

SWARTHMORE (Area Code 215)

Reese Assocs., PO Box 237. Zip: 19081. Tel: 544-8912. Contact: Jack Reese.
Line: Astrex.

WALLINGFORD (Area Code 215)

Tape Services Directory

DALLAS AREA (Area Code 214)

A F C O Electronic Sales Corp., 7220 Yamini Dr. Zip: 75230. Tel: 363-3925. Pres.: Cary Isenberg. Line: Hitachi. Terr: Ark., La., Okla., Tex.
 Century Sales Ltd. Inc., 9618 Fallbrook Dr. Zip: 75231. Tel: 341-2596. Pres.: Marvin H. Squire. Lines: BSR, Dokorder, Sankyo, Sansui, Wollensak. Terr: Ark., La., Okla., Tex.
 Collins Co., 10440 E. Northwest Hwy. Zip: 75238. Tel: 341-7866. Owner & Sales Mgr.: Joe Collins. Branches: Metairie, La.; Houston, Tex. Lines: Muntz Stereo, Westbury. Terr: Ark., La., Okla., Tex.
 Fred Dobbs II, 110 W. Sixth, Irving 75060. Tel: 252-5502. Line: Crown Int'l. Terr: Ark., La., Okla., Tex. excluding El Paso
 El Wilco Inc., 1821 N. Broadway, Carrollton 75006. Tel: 242-5321. Pres.: Jack Hyde. Lines: AFCC, Tape-Athon. Terr: Ark., La., Okla., Tex.
 J. V. Folsom Co., 9027 Diplomacy Row. Zip: 75247. Tel: 631-1440. Pres.: David Davidson. Line: Soundesign.
 Hirsig-Frazier Co. Inc., 4333 Belmont Ave. Zip: 75204. Tel: 824-0117. Pres.: Harley M. Willey Jr. Line: Audiovox. Terr: Ark., La., N.M., Okla., Tex.
 Johnson & Assocs. Inc., 100 Spring Valley Rd. Home office: Oklahoma City, Okla. Lines: Bon Sonic, Mercury, Metro Sound, Pax, Toshiba, Xtal. Terr: Ark., La., Okla., Tex.
 Lee Sales Co., PO Box 5566, Irving 75062. Tel: 363-3831. Pres.: Jim Lee. Line: Revox. Terr: Ark., La., Okla., Tex.
 Port Lemley & Assocs., 4239 Creekside Dr. Zip: 75229. Tel: 350-4291. Owner: C.P. Lemley. Lines: Bigston, Claricon, Continental Sound, Nuvox. Terr: Ark., La., Miss., Okla., Tex.
 Ross & Stewart Assocs., 3415 Westminster Ave., Suite D. Zip: 75205. Tel: 691-6039. Contacts: Milt Ross, Neal Stewart. Line: IDI. Terr: Ark., La., Okla., Tex.
 Charles Lucas Sales Co., PO Box 24532. Zip: 75224. 4424 Mintway. Zip: 75236. Tel: 330-8181. Contact: Charles Lucas. Line: Tandberg. Terr: Ark., La., Okla., Tex.
 Maynard & Gunn Sales Co., 158 Express St. Zip: 75207. Tel: 742-2384. Pres. & Sales Mgr.: Robert M. Gunn. Branch: Houston, Tex. Line: Weltron. Terr: Ark., La., Okla., Tex.
 Merchandisers Inc., 1503 Northridge Dr., Carrollton 75006. Tel: 242-2068. Mgr.: John Threadgill. Branch: 711 Cliffside Dr., Richardson 75080. Tel: 235-3007. Contact: William Neilson. Home office: Houston, Tex. Line: Electro Brand. Terr: Ark., La., Miss., Okla., Tex.; western third of Memphis, Tenn.
 Miller & Assocs. Inc., PO Box 34028, 4304 Beltwood Pkwy. N. Zip: 75234. Tel: 661-5002. Pres.: Ed W. Miller. Branches: New Orleans, La.; Tulsa, Okla.; Houston, Tex. Lines: Pioneer Electronics of America, Sony, Superscope. Terr: Ark., La., Miss., Okla., Tex. excluding El Paso County.
 R A M Mktg., 1802 Dallas Trade Mart, 2100 Stemmons Fwy. Zip: 75207. Tel: 744-4881. Line: Broadmoor. Terr: Okla., Tex. excluding El Paso.
 S & P Assocs., 139 Parkhouse St. Zip: 75207. Tel: 747-2531. Contacts: Herb Schiff, Don Poe. Line: Lloyd's. Terr: Ark., La., Miss., Okla., Tex.
 Stricklands Assocs., 6222 N. Central Expwy. Zip: 75206. Tel: 363-8677. Line: Peerless.
 Tartan Sales, 1416 Dallas Trade Mart, Zip: 75207. Tel: 747-6294. Contact: Mike Needleman. Line: Astrax.
 Texport Co., 1401K S. Floyd, Richardson 75080. Tel: 238-7117. Pres.: Edwin K. Lassberg. Branches: New Orleans, La.; Tulsa, Okla.; Memphis, Tenn.; Austin, Houston, Tex.

EL PASO (Area Code 915)

Rio Grande Mktg., Surety Tower, Suite 503. Zip: 79905. Tel: 779-5120. Contacts: John Oswald, Hal Jansen. Lines: Brother, Car Tapes, Electra Radio, Hammond, Toshiba. Terr: Ariz., N.M.; Las Vegas, Nev.; El Paso, Tex.
HOUSTON AREA (Area Code 713)
 Collins Co., Box 66524. Zip: 77006. Tel: 524-8451. VP: Dick Moen. Home office: Dallas, Tex. Lines: Muntz Stereo, Westbury. Terr: Ark., La., Okla., Tex.
 J & P Assocs., 8011 Mobud Dr. Zip: 77036. Tel: 774-0604. Contact: John Pappas. Line: ICP. Terr: La.; Okla., Tex.
 Maynard & Gunn Sales Co., 1000 Country Pl. Dr., No. 90. Zip: 77024. Tel: 497-0544. Mgr.: Ed Richards. Home office: Dallas, Tex. Line: Weltron. Terr: Ark., La., Okla., Tex.
 Merchandisers Inc., 4800 W. 34 St., Suite C1. Zip: 77018. Tel: 681-7533. Pres.: Roy E. Fahey. Branches: Little Rock, Ark.; Gretna (New Orleans Area), La.; Carrollton (Dallas Area), Richardson (Dallas Area), Tex. Line: Electro Brand. Terr: Ark., La., Miss., Okla., Tex.; western third of Memphis, Tenn.
 Miller & Assocs. Inc., 4800 W. 34 St., Suite D3. Zip: 77018. Tel: 681-3209. Mgr.: Bob Crabtree. Home office: Dallas, Tex. Lines: Pioneer Electronics of America, Sony, Superscope. Terr: Ark., La., Miss., Okla., Tex. excluding El Paso County.
 L. J. Paul & Assocs. Inc., 7395 Ashcroft. Zip: 77036. Tel: 772-1097. Pres.: L.J. Paul Jr. Lines: TEAC, US Pioneer. Terr: Ark., La., Okla., Tex. excluding El Paso.
 Ranger Electronics Co., 3100 Richmond. Zip: 77006. Tel: 626-1432. Pres. & Sales Mgr.: Joseph M. Silver. Branch: Hurst, Tex. Lines: Hisicon, Nordmende. Terr: Ark., La., Miss., Okla., Tex.; Western Tenn.
 Texport Co., 10212 Georgiella Dr. Zip: 77043. Tel: 464-2828. VP: Hilmar Lassberg. Home office: Richardson (Dallas Area), Tex. Lines: Car Tapes, Fisher. Terr: Ark., La., Miss., Okla., Tex.; Western Tenn.
 Tobias & Co., 7031 Drowsy Pine. Zip: 77018. Tel: 462-6864. Owner: John S. Tobias. Line: Braun. Terr: Ark., La., Okla., Tex.
 Wyborny Sales Co., 7315 Ashcroft, Suite 108. Zip: 77036. Tel: 772-0961. Owner: Dan Speegle. Lines: Concord, Kenwood. Terr: Ark., La., Okla., Tex.
HURST (Area Code 817)
 Ranger Electronics Co., 821 Overhill Court. Zip: 76053. Tel: 281-2736. VP: W.P. Petersen Jr. Home office: Houston, Tex. Lines: Hisicon, Nordmende. Terr: Ark., La., Miss., Okla., Tex.; Western Tenn.
 Soundpiper Sales, 544 Brown Trail. Zip: 76053. Tel: 268-0612. Pres. & Sales Mgr.: Bill Costello. Line: JVC. Terr: Ark., La., Miss., Okla., Tex.; Western Tenn.
LUFKIN (Area Code 713)
 Southwest Repts. Inc., 400-C S. First St. Zip: 75901. Tel: 634-2404. Pres. & Sales Mgr.: Dick Kuebler. Line: Technics. Terr: Ark., La., Miss., Okla., Tex.; Western Tenn.
McALLEN (Area Code 512)
 Rio Grande Mktg., 2905 S. 23 St. Zip: 78501. Line: Muntz Stereo.

SAN ANTONIO (Area Code 512)

Harry Sugarman Inc., 3419 E. Commerce St. Zip: 78213. Tel: 224-5801. Contact: Bob Peffers. Line: Concord. Terr: Army & Air Force PXs for USA excluding Calif.
UTAH
BOUNTIFUL (Area Code 801)
 Paul E. Anderson Co., PO Box 366. Zip: 84010. Tel: 295-2842. Pres. & Sales Mgr.: Paul E. Anderson. Line: Claricon. Terr: Colo.; Idaho; Mont.; Utah; Wyo.
SALT LAKE CITY (Area Code 801)
 J. A. Gedney Co., 143 S. Fourth East. Zip: 84111. Tel: 328-3963. Home office: Denver, Colo. Lines: Concord, Sansui, TEAC. Terr: Colo.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.
 H P Mktg., 2361 S. Main St. Zip: 84115. Tel: 466-6105. Owner & Mgr.: J.E. Hall, Sales Mgr.: Paul McClure. Branch: Englewood (Denver Area), Colo. Lines: Dokorder, Kenwood. Terr: Idaho; Mont.; Utah; Wyo.
 Hanf-Riggs & Assocs., 328 W. 200 South, No. 20. Zip: 84101. Tel: 363-4408. Co-owner: Austin W. Riggs. Sales Mgr.: Ralph Page. Home office: Denver, Colo. Lines: Boman Astrosonix, Lloyd's. Terr: Idaho; Mont.; Nev.; Utah.
 Don Horton Assocs., 5670 Laurelwood St. Zip: 84121. Tel: 272-0004. Line: Dynavox. Terr: Colo.; Idaho; Mont.; Nev.; N.M.; Utah; Wyo.
 Ed Jarrett & Assocs., 2197 S. West Temple St. Zip: 84115. Tel: 467-1146. Line: Major. Terr: Colo.; Mont.; Utah; Wyo.; Western Neb. Norberg & Assocs. Inc., 590 Gale St. Zip: 84101. Tel: 355-4177. Pres.: Oscar Norberg, Sales Mgr.: Dennis Dunlap. Line: Lear Jet Stereo. Terr: Ariz.; Colo.; Idaho; Mont.; N.M.; Utah; Wyo.; Tex.; El Paso.
 R S R & Assocs., 371 S. West Temple. Zip: 84101. Tel: 467-6615. Contact: Ron Rasmussen. Line: Car Tapes. Terr: Colo.; Idaho; Mont.; Utah; Wyo.
 R A. Ridges Dist. Co. Inc., 738 S. 400 West. Zip: 84101. Tel: 322-5626. Pres.: R.A. Ridges. Sales Mgr.: Dean E. Magnusen. Lines: BSR, Kraco, Muntz Stereo, Sharp, Soundesign. Terr: Idaho; Mont.; Nev.; Utah; Wyo.; Western Colo.
VIRGINIA
CULPEPPER (Area Code 703)
 Automotive Mktg. & Sales Co., 121 Elizabeth St. Zip: 22701. Tel: 825-9073. Contact: Spencer Vaughn. Home office: Atlanta, Ga. Line: IDI. Terr: Nine southern states.
NORFOLK (Area Code 804)
 Goodman Bros., PO Box 1872. Zip: 23501. Tel: 622-4521. Contact: Victor Goodman. Home office: Atlanta, Ga. Line: Electro Brand. Terr: Ala.; Ga.; N.C.; S.C.; Va.; Eastern Tenn. including Nashville.
 Robert Hale & Assocs., 8600 Hampton Blvd. Zip: 23505. Tel: 423-5983. Contact: Robert Hale. Branch: National City, Calif. Lines: Bigston, Wollensak.
 Naafexco America Corp., 1600 E. Little Creek Rd. Zip: 23518. Tel: 583-4351. Lines: Sony, Superscope.

RESTON (Area Code 703)

Balaton Mktg. Co., 2438 Southgate Sq. Zip: 22091. Tel: 620-3586. Owner: Steven B. Zaboji. Line: Revox. Terr: Mid-Atlantic.
RICHMOND (Area Code 703)
 Charles E. Argenzio, 7108 Wheeler Rd. Zip: 23229. Tel: 282-6484. Line: Lloyd's. Terr: Va.
 Fonti-Austin Assocs., 4448 Shoremead Rd. Zip: 23234. Tel: 271-4802. Contacts: William H. Wingo, Bill Adams. Home office: Willingboro, N.J. Line: Aiko, Concord. Terr: Parts of Va.
 Paul Silverstein Assocs., 4000 Park Ave. Zip: 23221. Tel: 359-3088. Pres.: Paul Silverstein. Line: Dyn. Terr: N.C.; S.C.; Southern Va.
WASHINGTON
KENT (Area Code 206)
 P & G Assocs., 8609 S. 208 St. Zip: 98031. Tel: 854-3800. Contact: Grover Lombard. Branches: Portland, Ore.; Naches, Wash. Line: AFCC.
NACHES (Area Code 509)
 P & G Assocs., PO Box 224 1/2 Star Rt. Zip: 98937. Tel: 653-2812. Salesman: Richard Flatthers. Home office: Kent, Wash. Line: AFCC.
SEATTLE AREA (Area Code 206)
 Ken Bolster Sales Co., PO Box 78062. Zip: 98178. Tel: 772-2121. Owner: Kenneth W. Bolster. Line: Dokorder. Terr: Alaska; Ore.; Wash.; Northern & Western Idaho; Western Mont.
 Philip J. Boren Inc., 2020 Alaskan Way. Zip: 98121. Tel: 624-7159. Pres.: Phil Boren. Lines: Claricon, Jefferson. Terr: Alaska; Idaho; Mont.; Ore.; Wash.
 Dean W. Culp, 3417 Gilman W. Zip: 98199. Tel: 854-5940. Line: High Country. Terr: Ore.; Wash.; Western Idaho.
 Earl & Brown Co. Inc., 2047 14 Ave. W. Zip: 98119. Tel: 284-1121. Pres.: W.E. Earl. Sales Mgr.: R.G. Miller. Branch: Portland, Ore. Lines: Sanyo, Weltron. Terr: Idaho; Ore.; Wash.; Western Mont.
 Lowell Gillespie & Assocs., 234 SW 191. Zip: 98166. Tel: 242-7738. Mgr.: Dennis Burton. Home office: Portland, Ore. Line: Car Tapes. Terr: Ore.; Wash.; Western Idaho.
 Mel Gross, 4080 Mercer Way, Mercer Island 98040. Tel: 232-3716. Line: Major. Terr: Ore.; Wash.
 H & H Dist. Inc., 4621 Airport Way S. Zip: 98108. Tel: 624-8786. Pres.: Truman Hmes. Sales Mgr.: Greg Hines. Lines: Muntz Stereo, Sony. Terr: Alaska; Wash.
 J-R Mktg. Inc., PO Box 40, Medina 98039. Tel: 454-3472. Contact: John Ryan. Line: Muntz Stereo.
 Henry Joncas Co., 13026 Sunnyside N. Zip: 98133. Tel: 364-8609. Line: Tandberg. Terr: Alaska; Ore.; Wash.; Northern Idaho.
 William R. Lanphear Co. Inc., 4031 Stoneway N. Zip: 98103. Tel: 633-4900. Pres.: W.R. Lanphear, Sales Mgr.: Dean Nordquist. Lines: Crown Int'l, Fisher. Terr: Alaska; Idaho; Mont.; Ore.; Wash.
 S. C. McAfee, 3704 E. Howe. Zip: 98112. Tel: 322-7337. Owner: S.C. McAfee. Branch: Anchorage, Alaska. Lines: Craig, Sony. Terr: Alaska.

VANCOUVER (Area Code 206)

Wasson Assocs., 2401 NE 102 St. Zip: 98665. Tel: 693-1456. Contact: James Wasson. Line: Lloyd's. Terr: Idaho; Ore.; Wash.
YAKIMA (Area Code 509)
 Barnsley-Weiss Assocs., 508 S. First St. Zip: 98901. Tel: 453-5537. Pres.: Rudy E. Barnsley. Line: Sanyo. Terr: Ore.; Wash.; Western Idaho; Western Mont.
WEST VIRGINIA
HINTON (Area Code 304)
 Komco Sales, 209 Ballengee St. Zip: 25951. Tel: 466-2670. Pres.: Gary Sommers. Lines: Electra Radio, Kraco. Terr: W.Va.
WISCONSIN
BROOKFIELD (Area Code 414)
 George Sangwin Co., 2905 Nassau Dr. Zip: 53005. Tel: 782-3240. Owners: George T. Sangwin Sr., George D. Sangwin Jr. Line: JVC. Terr: Wis.
 Steffen Sales Co., 13846 Capitol Dr. Zip: 53005. Tel: 781-7596. Ill. Tel: (312) 561-7922. Owner: James W. Steffen. Line: Eico. Terr: Ill.; Wis.
LAKE GENEVA (Area Code 414)
 Wis-Ill Sales Group, PO Box 146, Sheridan Springs Rd. Zip: 53147. Tel: 248-6269. Pres.: C. Cantwell, Sales Mgr.: Tom Calkins. Line: Royal Sound "RSC". Terr: Northern Ill.; Southern Wis.
MILWAUKEE (Area Code 414)
 Robert Custer Co., PO Box 7283. Zip: 53213. 2469 N. 86 St. Zip: 53226. Tel: 558-0084. Line: Dynavox. Terr: N.D.; S.D.; Minneapolis, Minn.
 Eugene R. Loeb Sales Co., PO Box 3643, 6201 N. Lake Dr. Zip: 53217. Tel: 964-2155. Pres.: Eugene R. Loeb. Line: Admiral. Terr: Wis.; Northern Ill. excluding Chicago.
 Markal Sales Corp., 3819A W. Fond du Lac. Zip: 53216. Tel: 445-6290. Mgr.: Robert Langmesser. Home office: Chicago, Ill. Lines: Hitachi, Pioneer Electronics of America, US Pioneer. Terr: Central & Southern Ill.; Wis. east of Hwy. 51.

PLAYBACK EQUIPMENT MANUFACTURERS & IMPORTERS

A G S Electronics Ltd., 2939 Eglinton Ave. E., Scarborough, Ont. Tel: (416) 264-2553. Pres.: Morris Aboody. Sales Mgr.: Jim Seguin; Adv. Mgr.: M.A. Wiling.
 Cartridge: (3 auto models) 2 8-tr., 1 quadrasonic 8-tr., (4 home models) 3 8-tr., 1 quadrasonic 8-tr.
 Cassette: (3 home models) 2 w/noise reduction system—Dolby; (2 portable models).
 Brand name: AGS.
 Type of distribution: Manufacturer to retailers, independent distributors.
 A R Automatic Radio, see Automatic Radio of Canada Ltd.

Automatic Radio of Canada Ltd., 460 Coronation Dr., West Hill, Ont. Tel: (416) 284-6171. Cartridge: (20 auto models) 19 8-tr., 1 quadrasonic 8-tr.—discrete; (4 home, 8 portable models).
 Cassette: (1 auto, 1 home, 2 portable models).
 Brand name: AR Automatic Radio.
 Broadmoor, see Superior Electronics Inc.
 M G A, see Superior Electronics Inc.
 Muntz Canada Ltd., 1149 Pioneer Rd., Burlington, Ont. L7M 1N7. Tel: (416) 639-5373. Pres.: David Hoffman; Sales Mgr.: Ken McArthur; Adv. Mgr.: Murray Hoffman.
 Cartridge: (9 auto models) 8 8-tr., 1 quadrasonic 8-tr.—discrete & matrix; (12 home models) 10 8-tr., 2 quadrasonic 8-tr.—discrete & matrix. Price range: \$39.95—\$499.95.
 Cassette: (5 auto models); (2 home models) 1 w/noise reduction system—Dolby; (3 portable models). Price range: \$39.95—\$279.95.
 Brand name: Muntz.
 Quadrasonic adaptors.

Type of distribution: Manufacturer to retailers.
 Superior Electronics Inc., Consumer Prods. Div., 1330 Trans-Canada Hwy. S., Dorval, P.Q. H9P 1H8. Tel: (514) 683-6331. Pres.: Richard Gofick; Mktg. Dir.: F. Lawrence Plotnick; Sales Mgr.: P.S. Najovits; Adv. Prod'n Mgr.: Robert Leeming.
 Cartridge: (8 auto models) 6 8-tr., 2 quadrasonic 8-tr.—discrete & matrix; (2 home models). Price range: \$49.95—\$169.95.
 Brand name: Superior, MGA.
 Cassette: (1 auto model); (1 home model) w/noise reduction system—Dolby; (3 portable models). Price range: \$37.50—\$349.95.
 Brand name: Superior, MGA, Broadmoor.
 Type of distribution: Manufacturer to retailers, independent distributors.

TAPE SERVICES

Dynacom Communications, 2220 Halifax Dr., Suite 1214, Ottawa, Ont. K1G 2W7. Tel: (613) 731-2500. Pres. & Gen. Mgr.: Dave Leonard.
 f-Stop Photographic Studio, 18 Hannaford St., Toronto, Ont. M4E 3G6. Tel: (416) 691-8600. Pres.: Bill Piton; Gen. Mgr.: Leah Lariviere.
 Felt Pen Studios, 1008 Homer St., Suite 303, Vancouver 3, B.C. Tel: (604) 681-4611. Creative Dir.: Grant Ball, Murray Tonkin.
 Imperial Sample Card Co. Ltd., 600 Port-Royal W., Montreal 357, P.Q. Tel: (514) 384-6667.
 Sheldon Kagan & Assocs. Ltd., 5841 Decarie Blvd., Montreal, P.Q. H3W 3C9. Tel: (514) 739-3381. Pres.: Sheldon Kagan; Gen. Mgr.: E. Goldwasser.

DESIGN & ARTWORK

CANADA

Lithobec Canada Ltd., 600 Port-Royal W., Montreal 357, P.Q. Tel: (514) 388-1133.
 Parr's Print & Litho, 341 Nantucket Blvd., Scarborough, Ont. Tel: (416) 759-5601. Pres.: Victor Parr; Sales Mgr.: R. Humphreys; Mgr. Rec. & Tape Graphics Div.: R.A. Gray.
 Polydor Ltd., 6000 Cote-de-Liesse Rd., St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Pres.: Evert Garretsen; Mktg. Mgr.: A.J. Panet-Raymond; Nat'l Sales Mgr.: Dieter Radecki; Tape Sales Mgr.: Peter Horvath.
 Branches: Calgary, Alta., Bow Valley Sq., Suite 890, 202 Sixth Ave. SW. Postal Code: T2P 2R9—Vancouver, B.C., 805 W. Broadway, Suite 406. Postal Code: V5Z 1K1. Tel: (604) 873-2466—Toronto, Ont., 2264 Lake Shore Blvd. W. Tel: (416) 252-5426.
 Promotiv Agency Inc., 354 Youville St., Montreal 125, P.Q. Tel: (514) 284-0330. Pres.: Bob Lemm; Gen. Mgr.: Robert Ramaglia.
 Public Relations Assocs. (div. of Allen-McVee Ent's. Ltd.), 325 Joicey Blvd., Toronto, Ont. M5M 2V8. Tel: (416) 783-1880/1880. Pres. & Gen. Mgr.: Gordon Allen.
 Rada Rec. Pressings Ltd., 7801 Express St., Burnaby 2, B.C. Tel: (604) 291-7308.
 Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. Tel: (416) 491-4841.
 Home office: USA, New York, N.Y.
 Smith Adv., 3690 Keele St., Unit 25, Downsview, Ont. M3J 1P3. Tel: (416) 636-5686. Pres.: Mike Smith.

Branches: Calgary, Alta., Bow Valley Sq., Suite 890, 202 Sixth Ave. SW. Postal Code: T2P 2R9—Vancouver, B.C., 805 W. Broadway, Suite 406. Postal Code: V5Z 1K1. Tel: (604) 873-2466—Toronto, Ont., 2264 Lake Shore Blvd. W. Tel: (416) 252-5426.
 Psi-Chord Rec'g & Mastering Ltd., 174 W. Third Ave., Vancouver, B.C. V6J 1K7. Tel: (604) 732-3761. Pres.: John Plourde; Gen. Mgr.: Robin Spurgin; Sales Mgr.: Don Steele.
 Studio 3 Prods. Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr.: R. Harding; Sales Mgr.: Bob Gray.
PRINTING & LITHOGRAPHING
 Imperial Sample Card Co. Ltd., 600 Port-Royal W., Montreal 357, P.Q. Tel: (514) 384-6667.
 Lithobec Canada Ltd., 600 Port-Royal W., Montreal 357, P.Q. Tel: (514) 388-1133.
 Metro-Graphic Corp., 9880 Parc Georges Blvd., Montreal North, P.Q. H1H 4X9. Tel: (514) 321-6750. Pres.: Paul A. Kizner; Gen. Mgr.: I. Engel; Sales Mgr.: Morris L. Cohen.
 Modern Album of Canada Ltd., 1244 Dufferin St., Toronto, Ont. M6H 4C4. Tel: (416) 534-7951. Gen. Mgr.: William J. Hoover. Home office: USA, New York, N.Y., Modern Album & Finishing Co. Inc.
 Parr's Print & Litho, 341 Nantucket Blvd., Scarborough, Ont. Tel: (416) 759-5601. Pres.: Victor Parr; Sales Mgr.: R. Humphreys; Mgr. Rec. & Tape Graphics Div.: R.A. Gray.
 Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Pres.: Robert E. Day; VP & Gen. Mgr.: George R. Struth; Sales & Promo. Dir.: Lee W. Farley; Nat'l Sales Mgr.: Jack Vermeer.
 Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel: (204) 943-6563. Mgr.: Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel: (416) 698-5643. Mgr.: Jack Vermeer—Montreal,

P.Q., 2215 Beaconsfield Ave., Rm. 4. Tel: (514) 481-1167. Mgr.: Clement Dufresne.
 Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. Tel: (416) 491-4841.
 Home office: USA, New York, N.Y.
 Smith Adv., 3690 Keele St., Unit 25, Downsview, Ont. M3J 1P3. Tel: (416) 636-5686. Pres.: Mike Smith.
CUSTOM DUPLICATORS
 Ampex Music of Canada, 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 453-3100. Nat'l Mktg. Mgr.: J.R. Pariselli; Promo. Mgr.: J.D. Driscoll.
 Branch: Dorval, P.Q., 681 Lepine Ave. Tel: (514) 636-9173. Sales Mgr.: Shawn Molloy.
 Cinram Ltd., 8180 Devonshire Rd., Montreal, P.Q. H4P 2K7. Tel: (514) 739-2281. Pres.: Isadore Philopous; Sales Mgr.: Rudy Assaly.
 Branch: Markham, Ont., 167 Denison St. Postal Code: L3R 1B5. Tel: (416) 495-0720.
 Configuration: Cartridge & cassette.
 Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. M4W 1L4. Tel: (416) 920-2211. Gen. Mgr.: Salim Sachedina.
 Configuration: Cassette & open reel.
 London Recs of Canada Ltd., 190 Graveline St., Montreal, P.Q. H4T 1R9. Tel: (514) 735-5551. Pres.: F.C. Jamieson; Tape Div. Mgr.: John Bradley.
 Configuration: Cartridge, quadrasonic 8-tr. & cassette.
 Polydor Ltd., 6000 Cote-de-Liesse Rd., St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Pres.: Evert Garretsen; Mktg. Mgr.: A.J. Panet-Raymond; Nat'l Sales Mgr.: Dieter Radecki; Tape Sales Mgr.: Peter Horvath.
 Branches: Calgary, Alta., Bow Valley Sq., Suite 890, 202 Sixth Ave. SW. Postal Code: T2P 2R9—Vancouver, B.C., 805 W. Broadway, Suite 406. Postal Code: V5Z 1K1. Tel: (416) 252-5426.

(Continued on page TR-34)

APRIL 27, 1974, BILLBOARD

Tape Services Directory

CANADA

Continued from page TR-33

(604) 873-2466—Toronto, Ont., 2264 Lake Shore Blvd. W. Tel: (416) 252-5426.
Configuration: Cartridge & cassette.
Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Pres.: Robert E. Day; VP & Gen. Mgr.: George R. Struth; Sales & Promo. Dir.: Lee W. Farley; Nat'l Sales Mgr.: Jack Vermeer.
Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel: (204) 943-6563. Mgr.: Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel: (416) 698-5643. Mgr.: Jack Vermeer—Montreal, P.Q., 2215 Beaconsfield Ave., Rm. 4. Tel: (514) 481-1167. Mgr.: Clement Dufresne.
Configuration: Cartridge & cassette.
Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: Robert B. Kerr; VP & Sales Mgr.: Clyde McGregor.
Configuration: Cartridge & cassette.
Studio 3 Prod's Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr.: R. Harding; Sales Mgr.: Bob Gray.

DUPLICATOR/MARKETERS

Ampex Music of Canada, 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 453-3100. Nat'l Mktg. Mgr.: J.R. Pariselli; Promo. Mgr.: J.D. Driscoll.
Branch: Dorval, P.Q., 681 Lepine Ave. Tel: (514) 636-9173. Sales Mgr.: Shawn Molloy. Labels: Arco, Caprice, Caravan, Manitou, Maple, Rodeo Budget, Rodeo Int'l.
Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: Robert B. Kerr; VP & Sales Mgr.: Clyde McGregor.
Cartridge & cassette: Alshire, Arrowtabs, Jessup, Marathon, Million.

TAPE SUPPLIES

EMPTY CARTRIDGE CASSETTE & REEL MANUFACTURERS

Audio, see Audio Magnetics Corp. of Canada Ltd.
Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel: (416) 252-3531. Pres.: Herbert A. Guinness; Nat'l Sales Mgr.: John M. Morgan.
Configuration: Cartridge, cassette & open reel.
Brand name: Audio.
Kramer, see Pan Canada Magnetics Ltd.
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Pres. & Gen. Mgr.: H.E. Woolley Sr.; Sales Mgr.: E.N. Woolley.
Configuration: Open reel.
Brand name: Kramer.
Studio 3 Prod's Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr.: R. Harding; Sales Mgr.: Bob Gray.

PARTS, CARTRIDGE & CASSETTE, MANUFACTURERS

Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel: (416) 252-3531. Pres.: Herbert A. Guinness; Sales Mgr.: John Morgan.
Chief product: All cartridge & cassette parts.
Cinram Ltd., 8180 Devonshire Rd., Montreal, P.Q. H4P 2K7. Tel: (514) 739-2281. Pres.: Isadore Philoche; Sales Mgr.: Rudy Assaly.
Branch: Markham, Ont., 167 Denison St. Postal Code: L3R 1B5. Tel: (416) 495-0720.

TAPE, RAW & BLANK LOADED, MANUFACTURERS

Ampex Music of Canada, 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 453-3100. Nat'l Mktg. Mgr.: J.R. Pariselli; Promo. Mgr.: J.D. Driscoll.
Branch: Dorval, P.Q., 681 Lepine Ave. Tel: (514) 636-9173. Sales Mgr.: Shawn Molloy. (Blank only)
Configuration: Cartridge.
Audio, see Audio Magnetics Corp. of Canada Ltd.
Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel: (416) 252-3531. Pres.: Herbert A. Guinness; Sales Mgr.: John Morgan.
Configuration: Raw—cassette, open reel & lubricated 8-tr.; blank—cartridge, cassette & open reel.
Brand name: Raw—Audio Magnetics; blank—Audio, Tracs.
Cinram Ltd., 8180 Devonshire Rd., Montreal, P.Q. H4P 2K7. Tel: (514) 739-2281. Pres.: Isadore Philoche; Sales Mgr.: Rudy Assaly.
Branch: Markham, Ont., 167 Denison St. Postal Code: L3R 1B5. Tel: (416) 495-0720. (Blank only)
Configuration: Cartridge & cassette.
Brand name: Sonovox.
Dynapak, see Stereodyne (Canada) Ltd.
McKeen & Grabst Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242. Pres.: Douglas E. McKeen; Gen. Mgr.: W. Vern Grabst; Sales Mgr.: Ken Phillips.
Configuration: Raw & blank—cartridge, cassette & open reel.
Brand name: Raw & blank—Ampex.
Pan Can, see Pan Canada Magnetics Ltd.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Pres.: H.E. Woolley Sr.; Sales Mgr.: E.N. Woolley.
Configuration: Raw—cassette & open reel, blank—cassette.
Brand name: Raw—Pan Canada; blank—Pan Can.
S T P, see Stereo Tape Prods.
Sonovox, see Cinram Ltd.
Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: Robert B. Kerr; VP & Sales Mgr.: Clyde McGregor. (Blank only)
Configuration: Cartridge & cassette.
Brand name: Dynapak.
Stereo Tape Prods., 116 Tycoos Dr., Toronto, Ont. Tel: (416) 787-4925. Co-Pres.: Norm & Sam Bornstein; Sales Mgr.: Frank MacManaman.
Branch: Dorval, P.Q., 763 Lajoie St. Gen. Mgr.: Dave Finlay. (Blank only)
Configuration: Cartridge & cassette.
Brand name: STP, Target Tape, Wynford Hall.
Studio 3 Prod's Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. (Blank only)
Target Tape, see Stereo Tape Prods.
Tracs, see Audio Magnetics Corp. of Canada Ltd.
Wynford Hall, see Stereo Tape Prods.

TAPE DUPLICATING & PROCESSING EQUIPMENT MANUFACTURERS

Ampex, see McKeen & Grabst Electronics Ltd.
McKeen & Grabst Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242. Pres.: Douglas E. McKeen; Gen. Mgr.: W. Vern Grabst; Sales Mgr.: Ken Phillips.
Chief product: Cartridge, cassette & open reel duplicators.
Brand name: Ampex, Telex.
Polydor Ltd., 6000 Cote-de-Liesse Rd., St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Pres.: Evert Garretsen; Mktg. Mgr.: A.J. Panet-Raymond; Nat'l Sales Mgr.: Dieter Radecki; Tape Sales Mgr.: Peter Horvath.
Branches: Calgary, Alta., Bow Valley Sq., Suite 890, 202 Sixth Ave. SW. Postal Code: T2P 2R9—Vancouver, B.C., 805 W. Broadway, Suite 406. Postal Code: V5Z 1K1. Tel: (604) 873-2466—Toronto, Ont., 2264 Lake Shore Blvd. W. Tel: (416) 252-5426.
Telex, see McKeen & Grabst Electronics Ltd.

ACCESSORIES, TAPE, MANUFACTURERS

Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto, Ont. M8Z 4N7. Tel: (416) 252-3531. Pres.: Herbert A. Guinness; Nat'l Sales Mgr.: John M. Morgan.
Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leaded tape.
Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Pres.: Robert E. Day; VP & Gen. Mgr.: George R. Struth; Sales & Promo. Dir.: Lee W. Farley; Nat'l Sales Mgr.: Jack Vermeer.
Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel: (204) 943-6563. Mgr.: Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel: (416) 698-5643. Mgr.: Jack Vermeer—Montreal, P.Q., 2215 Beaconsfield Ave., Rm. 4. Tel: (514) 481-1167. Mgr.: Clement Dufresne.
Product: Head cleaners.
Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres.: Robert B. Kerr; VP & Sales Mgr.: Clyde McGregor.
Product: Head cleaners & demagnetizers.
Stereo Tape Prods., 116 Tycoos Dr., Toronto, Ont. Tel: (416) 787-4925. Co-Pres.: Norm & Sam Bornstein; Sales Mgr.: Frank MacManaman.
Branch: Dorval, P.Q., 763 Lajoie St. Gen. Mgr.: Dave Finlay.
Product: Carrying & storage cases, head cleaners & demagnetizers.

STORE FIXTURES & MERCHANDISING AIDS MANUFACTURERS

Parr's Print & Litho, 341 Nantucket Blvd., Scarborough, Ont. Tel: (416) 759-5601. Pres.: Victor Parr; Sales Mgr.: R. Humphreys; Mgr. Rec. & Tape Graphics Div.: R.A. Gray.
Product: Browser boxes.
Stereo Tape Prods., 116 Tycoos Dr., Toronto, Ont. Tel: (416) 787-4925. Co-Pres.: Norm & Sam Bornstein; Sales Mgr.: Frank MacManaman.
Branch: Dorval, P.Q., 763 Lajoie St. Gen. Mgr.: Dave Finlay.
Product: Display racks.

MANUFACTURERS' REPRESENTATIVES

Caldwell A/V Equip. Co., 1080 Bellamy Rd. N., Scarborough, Ont. Tel: (416) 291-5595. Contact: Bruce Emmonson.
Line: Crown Int'l.
Terr: Canada.
Double Diamond Electronics Ltd., 34 Progress Ave., Scarborough, Ont. Tel: (416) 291-2501.
Line: Telex.
Musimart of Canada Ltd., 970 McEachran Ave., Montreal 8, P.Q. Tel: (514) 273-8354. Contacts: George Erick, R.J. Vinet.
Line: BSR.
Terr: Canada.
White Electronics, 3041 Universal Dr., Mississauga, Ont. Contact: Doug Wigg.
Line: TEAC.
Terr: Canada.

PLAYBACK EQUIPMENT

Continued from page TR-23

Cassette: (1 home model). Price: \$350.
Open reel: (2 home models) 2/4-tr. compatible; (2 portable models) 4-tr. Price range: \$350-\$550.
Brand name: SABA.
Type of distribution: Manufacturer to retailers.
Sankyo Seiki (America) Inc., 149 Fifth Ave., New York, N.Y. 10010. Tel: (212) 260-0200. Pres.: Masahiko Yamada; Tape Recorder Div. Gen. & Sales Mgr.: Koichi Uchibori.
Cartridge: (1 auto model). Price: \$69.95.
Cassette: (1 home model) w/noise reduction system—Dolby; (7 portable models). Price range: \$59.95—\$199.95.
Brand name: Sankyo.
Type of distribution: Manufacturers' representatives.
Sanyo Electric Inc., 1200 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-5830. Pres.: Y. Takemoto; Sales Mgr.: William J. Byron; Mktg. Servs. Mgr.: Lee Ann Blystone.
Cartridge: (16 auto models) 4 8-tr., 12 quadrasonic 8-tr., 2 discrete, 10 matrix; (11 home models) 2 8-tr., 9 quadrasonic 8-tr.—matrix; (1 portable model). Price range: \$49.95—\$199.95.
Cassette: (2 auto models); (7 home models) 3 w/noise reduction system—Dolby; (10 portable models). Price range: \$44.95—\$519.95.
Brand name: Sanyo.
Type of distribution: Manufacturers' representatives.
Sharp Electronics Corp., 10 Keystone Pl., Paramus, N.Y. 07652. Tel: (201) 265-5600. Pres.: K. Saitoh; Mdsgr. Mgr.: Kenneth M. Emmer; Sales Mgr.: C. Gates; Adv. Mgr.: Charles Winter.
Cartridge: (5 home models) 1 8-tr., 4 quadrasonic 8-tr. Price range: \$179.95—\$269.95.
Cassette: (2 home models) 1 w/noise reduction system—Dolby B; (6 portable models). Price range: \$219.95—\$239.95.
Brand name: Sharp.
Type of distribution: Manufacturers' representatives.
Solar Sound Systems Inc., 12 W. 37 St., New York, N.Y. 10018. Tel: (212) 565-0575. VP Mktg.: Ralph Setton; Adv. Mgr.: David Sutton.
Cartridge: (4 auto, 10 home, 1 portable model). Price range: \$49.95—\$149.95.
Cassette: (4 portable models). Price range: \$24.95—\$39.95.
Brand name: Solar.
Type of distribution: Manufacturers' representatives.
Sony, see Superscope.
Soundesign Corp., 34 Exchange Pl., Jersey City, N.J. 07302. Tel: (201) 434-1050. NYC Tel: (212) 227-6040. Sr. VP: Harry Franco.
Cartridge: (13 home models) 12 8-tr., 1 quadrasonic 8-tr.—discrete; (4 portable models). Price range: \$89—\$369.
Brand name: Soundesign, Realtone.
Type of distribution: Manufacturer to retailers.
Soundite Systems Inc., 6940 Valjean, Van Nuys, Calif. 91406. Tel: (213) 997-9633, 873-3196. Pres.: Samuel Lazerson; Nat'l Sales & Adv. Mgr.: Robert Spitz.
Cartridge: (3 auto models); (11 home models) 9 8-tr., 2 quadrasonic 8-tr.—discrete; (1 portable model). Price range: \$69.95—\$249.95.
Cassette: (3 auto, 3 portable models). Price range: \$29.95—\$99.95.
Brand name: Soundite.
Quadrasonic adaptors.
Type of distribution: Manufacturer to retailers, independent distributors, manufacturers' representatives.
Soundsonic Electronics, 428 Springfield Ave., Berkeley Heights, N.J. 07992. Tel: (201) 665-1161. Sales Mgr.: Rosemary Sparks.
Cartridge: (4 auto models) 3 8-tr., 1 quadrasonic 8-tr.—matrix; (3 home, 2 portable models). Price range: \$26.95—\$69.50.
Brand name: Granada, Mecca.
Type of distribution: Independent distributors.
Sparkomatic Corp., Millford, Pa. 18337. Tel: (717) 296-6444. Pres.: Edward Anchel; Sales Mgr.: J.D. Pedranti; Adv. Mgr.: Richard Sabel.
Quadrasonic adaptors.
Type of distribution: Manufacturers' representatives.
Stereosonic, see Arthur Fulmer.
Sterling Hi-Fidelity Inc., 22-20 40 Ave., Long Island City, N.Y. 11101. Tel: (212) 361-8989. Pres.: Louis Silver; Sales Mgr.: Bob Silver.
Cartridge: (3 home models). Price range: \$100—\$200.
Cassette: (2 portable models). Price range: \$49.95—\$99.95.
Brand name: Nordmende, Sterling.
Type of distribution: Manufacturer to retailers, independent distributors, manufacturers' representatives.
Sublime, see Ramson Trading.
Superscope Inc., 8150 Vineland Ave., Sun Valley, Calif. 91325. Tel: (213) 767-9750. Pres.: Joseph S. Tushinsky; Sales Mgr.: Paul Markoff; Adv. Mgr.: Alan Hirschfeld; PR Mgr.: Florence S. Tovers.
Cartridge: (7 home models) 5 8-tr., 2 quadrasonic 8-tr.—discrete, 1 w/noise reduction system—Dolby. Price range: \$59.95—\$199.95.
Cassette: (4 auto models); (9 home models) 6 w/noise reduction system—Dolby; (28 portable models) 1 w/noise reduction system—Dolby. Price range: \$44.95—\$699.95.
Open reel: (9 home models) 1 2-tr., 5 4-tr., 3 quadrasonic; (4 portable models) 4-tr. Price range: \$199.95—\$1795.
Brand name: Superscope, Sony.
Type of distribution: Manufacturer to retailers, independent distributors, factory-owned branches, manufacturers' representatives.
Sylvania, see GTE Sylvania.
**Tandberg of America, Labriola Court, Armonk, N.Y. 10504. Tel: (914) 273-9150; NYC Tel: (212) 892-7010. Pres.: Kjell S. Hoel; Sales Mgr.: R.J. Bowman; Adv. Mgr.: Maria Quinones.
Cassette: (2 home models) w/noise reduction system—Dolby. Price range: \$400—\$450.
Open reel: (5 home models) 2/4-tr. compatible w/noise reduction system—Dolby; (1 portable) full-tr. or 2-tr. Price range: \$430—\$900.
Brand name: Tandberg.
Type of distribution: Manufacturers' representatives.
Teac Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303. Pres.: George De Rado; Mktg. Dir.: Robert Steindler; PR: Ronald Tansky.
Cassette: (2 auto models); (9 home models) 6 w/noise reduction system—Dolby. Price range: \$189.50—\$449.50.
Open reel: (14 home models) 2 2-tr., 1 w/noise reduction system—Dolby; 3 4-tr. quadrasonic—discrete; 9 2/4-tr. compatible. Price range: \$449.50—\$1049.50.**

Brand name: Teac.
Type of distribution: Manufacturers' representatives.
Teledyne Packard Bell Sales Co., 12333 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 272-6141. Pres.: Dr. Russell Kiernan; Sales Mgr.: Joseph F. Anlauf Jr.; Adv. Mgr.: W.T. Reedy.
Cartridge: (4 home models). Price range: \$129—\$289.95.
Brand name: Teledyne Packard Bell.
Type of distribution: Independent distributors, factory-owned branches, manufacturers' representatives.
Telex Communications Inc., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman; VP Mktg.: James Arrington; Adv. Mgr.: Terry Longville.
Cartridge: (2 home models). Price range: \$250—\$300.
Cassette: (5 home models). Price range: \$180—\$400.
Open reel: (8 home models) 2 2-tr., 4 4-tr., 1 2/4-tr. compatible, 1 quadrasonic—discrete. Price range: \$250—\$1400.
Brand name: Telex, Magnecord, Viking.
Quadrasonic adaptors.
Type of distribution: Manufacturers' representatives.
Tempest, see Azad Int'l.
Tenna Corp., 19201 Cranwood Pkwy., Cleveland, Ohio 44128. Tel: (216) 475-1400. Pres.: Harvey Ludwig; Sales Mgr.: Stanley B. Goss; Adv. Mgr.: John Hoder.
Cartridge: (17 auto models) 13 8-tr., 4 quadrasonic 8-tr.—2 discrete, 2 matrix. Price range: \$39.95—\$159.95.
Cassette: (4 auto models). Price range: \$79.95—\$159.95.
Brand name: Tenna, Ranger.
Type of distribution: Manufacturer to retailers, independent distributors, factory-owned branches, manufacturers' representatives.
3M Co., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: R.H. Herzog; Mincom Div. Sales Mgr.: B.R. Boatman; Mincom Div. Adv. Mgr.: C.J. Andrews; PR Servs. Div. Supervisor: Clyde Donaldson.
Cartridge: (5 home models) 3 8-tr., 2 quadrasonic 8-tr.—discrete & matrix. Price range: \$119.95—\$169.95.
Cassette: (2 home models) w/noise reduction system; (1 portable model). Price range: \$114.95—\$389.95.
Open reel: (1 portable model) 2-tr. Price: \$204.95.
Brand name: Wollensak.
Type of distribution: Manufacturers' representatives.
Toshiba America Inc., 280 Park Ave., New York, N.Y. 10017. Tel: (212) 557-0200. Pres.: T. Yoshihara; Sales Mgr.: Terry Sexton; Adv. Dir.: Joanne Tierney.
Cartridge: (2 auto, 1 home model). Price range: \$75—\$220.
Cassette: (1 auto, 7 portable models). Price range: \$50—\$150.
Brand name: Toshiba.
Quadrasonic adaptors.
Tran Sonic, see Channel Inds.
Uher, see Martel Electronics.
Unelco Electronics Corp., 3030 Nieman Ave., Baltimore, Md. 21230. Tel: (301) 644-0220. Pres.: Mort Gottlieb; VP Mktg.: Clayton Webb.
Cartridge: (2 home models). Price range: \$50—\$60.
Brand name: Astrex.
Type of distribution: Manufacturers' representatives.
Unisonic, see North American Foreign Trading.
V-M Corp., PO Box 1247, Benton Harbor, Mich. 49022. Tel: (616) 925-8841. Pres.: Victor A. Miller; Mktg. Mgr.: M.B. Cain; Adv. Mgr.: Robert Roth.
Cartridge: (3 home models) 1 8-tr., 2 quadrasonic 8-tr.—matrix. Price range: \$160—\$300.
Brand name: Voice of Music.
Type of distribution: Manufacturer to retailers, independent distributors, manufacturers' representatives.
Viking, see Telex Communications.
Voice of Music, see V-M Corp.
Webeor Electronics (div. of US Inds. Inc.), 1815 Troy St., New Albany, Ind. 47150. VP Sales: Hy Tessler.
Cassette: (3 portable models). Price range: \$32.95—\$59.
Brand name: Webeor.
Type of distribution: Independent distributors, manufacturers' representatives.
Weltron Co. Inc., 305 S. Dillard St., Durham, N.C. 27702. Tel: (919) 682-0333. Pres.: Charles A. Womack; Sales Mgr.: Bob Eanes; VP & Adv. Mgr.: Pratt Winston.
Cartridge: (2 auto, 2 home, 2 portable models). Price range: \$49.95—\$329.
Brand name: Weltron.
Type of distribution: Independent distributors, manufacturers' representatives.
Westbury, see Mercury Electronics.
Wilson Electronics Corp., 1201 Broadway, New York, N.Y. 10001. Tel: (212) 689-6650. Pres.: Sales & Adv. Mgr.: Albert Braha.
Cartridge: (8 auto, 4 home, 2 portable models). Price range: \$20—\$70.
Cassette: (1 auto, 1 home, 4 portable models). Price range: \$16—\$60.
Brand name: Wilson.
Type of distribution: Manufacturer to retailers.
Windsor Inds. Inc., 122 Dupont St., Plainville, L.I., N.Y. 11803. Tel: (516) 931-2100. Sales Mgr.: Mickey Hiller.
Cartridge: (5 auto, 2 home, 3 portable models). Price range: \$24.95—\$79.95.
Cassette: (3 home, 2 portable models). Price range: \$23.95—\$90.
Brand name: Windsor.
Quadrasonic adaptors.
Type of distribution: Independent distributors.
Wollensak, see 3M Co.
Xtal, see Far Eastern Research Labs. Inc.
York Radio Corp., 15 Empire Blvd., South Hackensack, N.J. 07606. Tel: (201) 641-6800. Pres.: Morris J. Feldman; Mktg. & Sales Mgr.: Jack Olney.
Cartridge: (5 home, 2 portable models). Price range: \$49.99—\$159.99.
Cassette: (9 portable models). Price range: \$17.95—\$89.95.
Brand name: York.
Type of distribution: Manufacturers' representatives.
Zenith Radio Corp., 1900 N. Austin, Chicago, Ill. 60639. Tel: (312) 745-2000. Pres.: J. Nevin; Prod. Planner: Ron Marsiglio.
Cassette: (5 portable models). Price range: \$35—\$90.
Brand name: Zenith.
Quadrasonic adaptors.
Type of distribution: Independent distributors, factory-owned branches.

TAPE SERVICES

Continued from page TR-15

Duke/Peacock, Dunhill, Eastbound, Everest, Evolution, Fantasy, GNP Crescendo, GRT Sampler, Granite, Gross, Impulse, Increase/Cruisin, Janus, Jubilee, Just Sunshine, King, Master 5, Milestone, Nashville, Neighborhood, Paramount, Passport, Peacock, Plantation, Ranwood, Raw, Respond, Roulette, Sire, Songbird, Starday, Stormy Forest, Takoma, Takoma/Devi, Tara, Tetragrammaton, Viva, Westbound, Westminster, Windfall.
Quadrasonic 8-tr.: ABC, Cadet, Command Quad, Dot, Dunhill, GRT Sampler, Janus, Paramount, Ranwood, Roulette, Sire, Westbound, Windfall.
Cassette: ABC, Amaret, Audio Treasury, Bang, Cadet, Checker, De-Lite, Dot, Dunhill, Fantasy, GNP Crescendo, Increase/Cruisin, Janus, Just Sunshine, Neighborhood, Paramount, Ranwood, Roulette, Sire, Stormy Forest, Tetragrammaton, Westbound, Westminster.
Open reel: ABC, Cadet, Dot, Dunhill, Fantasy, Increase/Cruisin, Paramount, Ranwood, Roulette, Windfall.
Livingston Audio Prods. Corp., 1275 Bloomfield Ave. Fairfield, N.J. 07006. Tel: (201) 575-8300. Pres.: Darrell D. Scholten; Gen. Mgr.: Carl Volpe; VP Sales: Thomas J. Hofbauer.
Cartridge 8-tr. & cassette: Livingston, Arhoolie, Avant Garde, Conversa-Phone, Designer, Super Starr.
Magnetic Video Corp., 24380 Indopex Circle, Farmington Hills, Mich. 48024. Tel: (313) 477-6066. Pres.: Andre A. Blay; Sales Mgr.: Cal Calemine.
Cartridge, quadrasonic 8-tr. & cassette: Charm.
Meta-Com Inc., 707 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 521-9202. Pres. & Sales Mgr.: James McCann.
Cassette: Educational material.
Sicom Electronics Corp., 33026 Capitol, Livonia, Mich. 48150. Tel: (313) 261-8650. Pres.: D.D. Merry; VP Sales: S.R. Wagler.
Cartridge & cassette: Pieces-of-Eight, Encore.
Sound Concepts Studio (div. of Listener's Digest Servs. Inc.), PO Box 299, 108 W. Center St., Provo, Utah 84601. Tel: (801) 373-3456. Pres.: Kaye L. Jensen; Gen. Mgr.: Ronald P. Jeppesen; Sales Mgr.: Larry Payne.
Cassette: Listener's Digest.
Stereotape (div. of Magtec), 8125 Lankershim Blvd., North Hollywood, Calif. 91605. Tel: (213) 768-6100. Pres.: Gerald Stone; Gen. & Sales Mgr.: Herb Dale.
Open reel & quadrasonic open reel: Alshire Int'l, Anthem, Atco, Atlantic, Bearsville, Blue-note, Capricorn, Chrysalis, Elektra, Folkways, Imperial, Kapp, Liberty, MCA, Minit, RCA, Reprise, Rolling Stones, Star Series of American Airlines, Uni, United Artists, Veep, Warner Bros., World Pacific.



Johnny King.
Back from Vietnam.
Just one problem.
He came back disabled.
What kind of future could he have?

We're the National Alliance of Businessmen. The JOBS people.
We think people who've given so much to their country should get the chance to work if they want to. We work with companies that understand a disabled person is able to do a good day's work. Like the sound equipment company that hired Johnny as a telephone salesman.
The National Alliance of Businessmen. Work with us. Give someone a chance to give. Not take.



The National Alliance of Businessmen
The JOBS people
 Washington, D.C.
 A Public Service of The Magazine & The Advertising Council

APRIL 27, 1974, BILLBOARD

850-Unit T.G.&Y.: Players, Software All-media Push

• Continued from page 33

blanche authority on buying for this area," Skaggs commented. "And we go with this unique arrangement because it works. We warehouse no tape or records—we do warehouse some hard lines—and our soft goods comes directly to the individual stores from Des Moines."

In detailing the T.G.&Y. philosophy, Calvin Skaggs touched briefly upon the nature of the variety store business, pointing out that it is essentially a business that thrives in times of lean economy. "But in finding a niche in merchandising in this period of high disposable incomes, the company has developed its multi-department family centers which range from 20,000 to 74,000 square feet with the 30,000 to 40,000 square foot size the most prevalent. New family centers are emerging, after extensive surveys and research, in areas of "population growth."

And mingling with the lower-priced goods—the dime hairnets—are \$350 component packages and \$500 power lawn mowers.

Electronic hard lines and soft lines are integrated in the compactly-designed 400 to 500 square foot "bullpen" setup which borders such high-traffic categories as candies, chewing gum and cameras. It is a spot in which there is a constant whirl of traffic. With the enclosed "bullpen" design and the almost complete absence of blind spots, Calvin Skaggs said shrinkage is held to a minimum.

Hardware Exposure

The basic layout has a showcase setup for displaying high-ticket transistorized radios and tape recorders and other items. The department manager takes a position behind this

showcase which makes her accessible to the shoppers at the 10-foot Plexiglas 8-track tape display case, which has a slot-like opening at the top, and which permits customers to thumb through the offering. It is estimated that about 50 percent of the 8-track tape customers require help in making selections and the easy accessibility of the girl is a major item. Normally this case contains a stock of 800 to 1,000 tapes which, ordinarily, is supplemented by dump display of promotional catalogue tapes, priced at \$1.99 to \$2.99, displayed within the department.

LP records and 45's are arranged in open browser box displays around the outer perimeter of the department with a cross-island utilized for hot current and promotional items.

Components, which cover such famous-name brands as Midland, Sony, RCA, Electro-Phonic and General Electric, are displayed on shelving extending along the side opposite soft goods. In aiming for a high-volume premium on lines such as Midland, which is the number-one volume producer. But the Sony line, which was added only last year, has put gloss on the T.G.&Y. stocking image and proved a solid sales generator.

A swift appraisal of price-tags on some of the components points up that a good percentage of the general pricing philosophy falls in the \$129 to \$219.95 grouping. Shown on the shelves is the complete offering covers from 12 to 15 different packages—is a \$199.95 Electro-Phonic tape deck and player. Another Electro-Phonic 8-track player with two speakers for \$139.95 and a Sony 8-track tape and record player with two speakers, originally \$219.95, tagged at \$189.95.

Video System Outlook Still Good

• Continued from page 33

Those involved in the market, however, feel that the industry is very much alive and will continue to thrive, provided things are taken into perspective and the industry moves a step at a time.

The first fact that almost everyone in the industry agrees on is that there is no consumer market now for either hardware and software and will probably not be one for at least three to five years.

The industrial market is a booming one at the moment, as is educational. Firms such as Sony, JVC, Panasonic, AKAI and several others are selling hardware in large numbers to institutions for in-house training, communication between offices and a number of other uses.

A number of software firms are also heavily involved in the blank videotape market, including Memorex, BASF, Ampex Corp., Audio Magnetics and the 3M Co.

The 3M Co. is one firm that is currently offering hardware and software in what they call the video project. This is a selection of prerecorded tapes offered to schools for specialized training.

One problem that is currently plaguing the industry is the lack of standardization in both hardware and software. Most industry spokesmen feel that there will never be any one standard, but also believe that the industry will have to settle on one or two basic standards before a real inroad into the consumer market is made.

It is not news that the industrial and educational uses of video are booming. What many are looking to, however, is a consumer market.

There are several conditions that most industry spokesmen feel will be necessary before a real consumer market can exist. The most important fact is that the price of video hardware must come down to what is commonly referred to as a "mass market" price. Such a price can lie anywhere between \$500 and \$900.

MCA, with its Disco-Vision video disk expects to have a unit on the market within the next year or so selling at \$400 for a single play model and \$500 for a multiplay.

Disks will retail for approximately \$1.99 each. Many believe that disk will be the prime consumer item, with videotape (primarily as a result of the cost of the hardware, software and the camera) remaining in business and industry.

RCA, however, expects to enter the consumer market within the next year with a SelectaVision videotape unit, with the current retail price expected to be in the neighborhood of \$900.

This unit is a deck that may be hooked up to any TV set and will record and play back on the screen. A black and white camera will be extra, and a color camera is not expected to be available for several years.

Whatever eventually hits the consumer market, the failure of two video firms certainly does not mean the end of video.

Century Cassette Corp. has been formed in Los Angeles by Peter Stanton, formerly president of Infonics Inc.

Century will manufacture C-zero cassettes for the professional duplicator market. It has no plans at present to enter the retail market.

The product will be manufactured in Southern California, with assembly in Mexico.

Joining Stanton at the new firm as marketing vice president and a director is Paula Nelson, formerly sales manager at Infonics.

Bill Rase Recording & Film Studios has changed its name to Bill Rase Productions Inc. and will move into a 5,400 square foot plant in Sacramento on May 1. The new facility will feature a new and enlarged cassette and reel duplication, printing and packaging plant. There will also be two control rooms for production, one large and one small recording studio, film and video tape studios.

The Apex Machine Co., Ft. Lauderdale, Fla., will market its systems for printing label copy directly on cassettes through the worldwide facilities of the Audiomatic Corp. The Apex systems, using a dry offset process, print both sides of a cassette simultaneously in up to three colors. The machines are said to eliminate paper labels and can operate at speeds up to 80 cassettes per minute. The system has been in use by CBS Records for nearly a year.

The Audiomatic Corp. has embarked on a major worldwide expansion program. The company recently became the exclusive international distributor for Graham Fraser Packaging Machinery Ltd., Markham, Ont., which produces integrated tape-packaging systems, and Shape Symmetry & Sun, Biddeford, Maine, producer of modular systems for the automatic assembly of C-O cassettes.

Most feel that Cartridge TV offered a service to the industry by exposing videotape to the general public and that they were simply a bit ahead of their time.

Large hardware and software firms are continuing to produce for industry, business and education, and most say they will enter the consumer market when prices come down and products can be offered at a "mass" price. Until then, the other markets are holding up very well.

Largest Summer CES

• Continued from page 33

invitation for distribution by exhibitors," he says.

"This exposition and conference will combine the skills, experience and resources of a professional team to develop this annual meeting place and forum for the video industry."

Other events planned for the 1974 Summer CES include a number of retail-oriented conferences dealing with such topics as "New Trends in Tape Equipment, 1975," "New Directions in Components, Audio Compacts and Radios," "New Developments in Television," and "New Trends in Calculators."

Exhibitors at the show are expected to unveil their 1975 lines of video systems, phonographs, audio compacts and components, tape equipment, accessories and other lines.

It is expected that the show will attract in excess of 40,000 visitors.

Tape Duplicator Audiomatic Ponders New Foreign Growth

NEW YORK—Audiomatic Corp. is considering opening sales and service facilities for its tape duplicating and disk pressing equipment in South America and the Far East following successful operations in France, reports Milton B. Gelfand, president of the locally-based international distributor of Electro Sound and other lines.

Commenting on the growing international tape duplicating industry, Gelfand says Audiomatic has already made sales to EMI, RCA and CBS in many countries from highly industrialized nations to such less developed countries as Kenya, Guatemala, Malaysia, Thailand, Turkey and the first duplicating units ever sold in Russia.

Audiomatic will officially introduce its new Paris offices and showroom May 13 with live demonstrations in a demonstration center and

also film demonstrations of other equipment, such as the Hamilton automatic record press and a four-position automatic process record plating tank from Audio Matrix.

Tape duplicating machines to be demonstrated include the Electro Sound ES60000 cassette and 8-track duplicating system; an Apex on-cassette printer; a Graham-Fraser automatic cartridge packaging machine; Shape Symmetry & Sun's fully-automated hub loader (a component in the manufacturer's modular automatic cassette assembly system), and Electro Sounds professional recorders, quality control playback machine, loading rack, duplicating master recorder, winders and splicers.

Serge Doubine is manager of the Paris facility, which will maintain an inventory of equipment and spare parts.

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by Cartridge Industries

One-piece platform with expandable hub or core section.

Pinch roller with anti-wrap guard. Roller is SBR molded for absolute concentricity. Tape won't stick.

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CI SuperCart practically eliminates double tracking.

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Country Music

Country Fair Will Offer Fans 5 Decades of Music

NASHVILLE—Five decades of commercial country music will be offered to those who attend the Third International Country Music Fan Fair this June 12 to 16 at the new Grand Ole Opry House.

A special reunion show will be held again during the event, bringing back artists from the past, some of whom are still strong performers.

The function, dedicated to the fans of country music, is intended to give the consumer his place in the sun. The fan will get the opportunity to mingle with his favorite artists and to watch these artists perform. It is sponsored by the Grand Ole Opry

and the Country Music Assn. in cooperation with the various labels.

The opening event is a bluegrass concert, and once more the leading names in this field will be utilized. They include Bill Monroe, Lester Flatt, the Country Gentlemen, the Boys from Shiloh, Mac Wiseman, Don Reno, Jim & Jesse and Ralph Stanley.

The first of the label shows, to be held Thursday afternoon (13), will be a Dot Records presentation, which will include Donna Fargo, Tommy Overstreet, Joe Stampley, Diana Trask, Sue Richards and Brian Collins. That same night, MCA will offer its show featuring Jerry Clower, Jeanne Pruett, Conway Twitty, Loretta Lynn, Bill Anderson and Cal Smith. These will be followed, in order, with shows by Hickory, RCA and Capitol. These labels are clearing artists for the show.

An old time Fiddlin' Contest will close the festivities and among the guests at this will be Chet Atkins, Porter Wagoner, Dolly Parton, Roy Acuff, George Jones and Tammy Wynette.

It is expected that more than 100 artists in all will participate in the various events. Besides the shows, those who register will receive three lunches, a ticket to the Country Music Hall of Fame, a ticket to Opryland USA, a tour of the old Ryman Auditorium and other plusses. The registration fee is \$25.

Record Crowds Cheer Country Entertainers at Festival in U.K.

By BILL WILLIAMS

LONDON—European indoor attendance records were set this year as more than 25,000 fans attended the 6th International Festival of Country Music at Wembley Pool near here.

Two packed houses plus visitors to exhibitions swelled the total, according to promoter Mervyn Conn. Gate charges ranged from \$3.20 to \$12.00.

It was, from the standpoint of presentation, also the greatest of the festivals, with virtually every artist receiving encores, standing ovations and thunderous applause.

MCA's Bill Anderson not only

hosted both nights of the show, but did two complete shows for the shouting audiences. The second unscheduled show was done when George Jones and Tammy Wynette had to fly home before their appearance because of the death of Jones' mother in Texas.

Artists from four nations were represented, and there was not a weak act on the entire program. Old timers such as Mac Wiseman and Hall-of-Famer Bill Monroe, along with Kitty Wells and her show were so well received they had difficulty leaving the stage. The newer acts, however, more than held their own.

As a master of ceremonies Anderson was magnificent, and as showman, even greater. He and his entire cast, including Mary Lou Turner and Jimmy Gateley, almost literally tore the place down. He worked throughout the almost 10 hours of performances on the two Easter weekend nights, and the audiences clamored for more.

Monroe, the "Father of Bluegrass," showed that his popularity has increased rather than waned. The crowd, well versed in his repertoire, was carried away by his act. Mac Wiseman, too, had difficulty concluding. The fans wanted more and, as time permitted, they were able to get it. Miss Wells, Johnny Wright, and their entire family show which closed the first night perform-

ance, had to leave with the audiences still screaming.

Narvel Felts of Cinnamon found an audience shouting requests, some of songs he had recorded many years ago. He also got resounding applause for his newer songs, some of which have just been released in the United Kingdom.

Jeanne Pruett showed why her popularity surge has occurred in America. The European (primarily U.K.) fans responded overwhelmingly to the way she sang. Newcomer Terry Stafford of Atlantic was still another whose songs were recognized and heavily applauded. Wanda Jackson, a long-time favorite, added testimony to her performance, and won the praise of individuals in the audience for this.

Tompall Glaser, who previously had performed with his brothers, did exceptionally well as a solo act. Johnny Rodriguez had youngsters screaming as they do in the United States. Jimmy Payne of Cinnamon, who was on a tour of England, appeared as a surprise guest and was cheered even before he began singing. Patsy Sledd and Harold Morrison, who remained with the Jones Boys although Jones had departed, also got strong audience response.

Perhaps the greatest accolades of all went to the Oak Ridge Boys, the

(Continued on page 38)

REACH OUT AND TOUCH THE CLOUDS IN GEORGE & TAMMY'S HOME ATOP ONE OF NASHVILLE'S HIGHEST HILLS!

6,000 square feet of luxury, Mediterranean style, 5 bedrooms, 6 baths, recreation room, library, banquet sized dining room, living room, each with fireplace. Kitchen has everything. Call Betty Bernow, 352-6430 or Jean Quillen, 834-2766.

Services Held For Pioneer DJ

SAXTON, Pa.—Funeral services were held here Friday for Shel Horton, 68, pioneer disk jockey and older brother of Vaughn and Roy Horton.

A radio personality for more than 30 years, Horton was a pioneer in programming country music at WVAN, Altoona, and later at WSKE in Everett, Pa.

A co-founder of the original Country Music Disk Jockey Assn., he was also named "Mr. DJ USA" in 1953.

Horton was survived by his widow, two sons and a daughter.

Willie Nelson's new hit single 'Bloody Mary Morning'

Atlantic #3020
from the album

"Phases and Stages"

SD 7291

Produced by Jerry Wexler
on Atlantic Records



WILLIE NELSON
PHASES AND STAGES



Country Music

D. West & S. Whitman Win Honors

LONDON—For the second consecutive year, RCA's Dottie West was named winner of the Top Female Singer award in the Billboard/Record & Radio Mirror International Country Music presentation at Wembley.

Miss West, who has been a sensational act in her European and U.K. appearances, won over two other finalists: Connie Smith and Jeannie C. Riley.

And for the third straight year, RCA was named the leading U.K. record company for the promotion of country music, beating Phonogram, Polydor and Pye. Brian Hall

accepted the award for RCA, while Miss West's award was accepted on her behalf by RCA's Tommy Loftus.

The top male artist award went to Slim Whitman of United Artists. The other finalists were Tompall Glaser and George Hamilton IV. Martin Davis of UA accepted.

The surprise top-winning group was Country Gazette, which has made a big mark particularly in colleges throughout Britain. Other finalists in this category were Danny Davis and the Nashville Brass and Commander Cody and the Lost Planet Airmen. Martin Smith did the accepting.

The top U.K. solo performer was Larry Cunningham of Ireland, who nosed out Brian Chalker and Pete Sayers. The Johnny Young 4 won again as top group, beating out Miki & Griff and the Down Country Boys.

The top song of the year went to "The Most Beautiful Girl in the World," written by Norro Wilson, Billy Sherrill and Rory Bourke. Mrs. Jo Walker, executive director of the Country Music Assn., accepted on their behalf. The publisher's award, for the same song, went to Al Gallico and KPM. Peter Phillips of KPM accepted.

For the first time, a top country media award was given, and it went to "Country Club," a show done by Wally Whyton. The producer of that show, Colin Chandler, also won a special award.

Two special Country Music Ambassador Awards were given this year in tribute to the work and the contributions of the individuals involved over the years. The first, given posthumously to Tex Ritter, was accepted by Vic Lanza of Capitol Records. The second, the first ever given to a female, went to Kitty Wells, now with Capricorn Records.

Bill Williams of Billboard presented the awards, with the assistance of British air personality Jimmy Savile and Miss Louise Fares of the Billboard office here.

En route home, a special award was given to Johnny Rodriguez of Mercury by the airlines for his contribution to aviation.

20th Century Launches Country Music Division

LOS ANGELES—20th Century Records, which has four gold albums, plus one platinum album with the DeFranco Family, and six gold singles, has launched a new country music division.

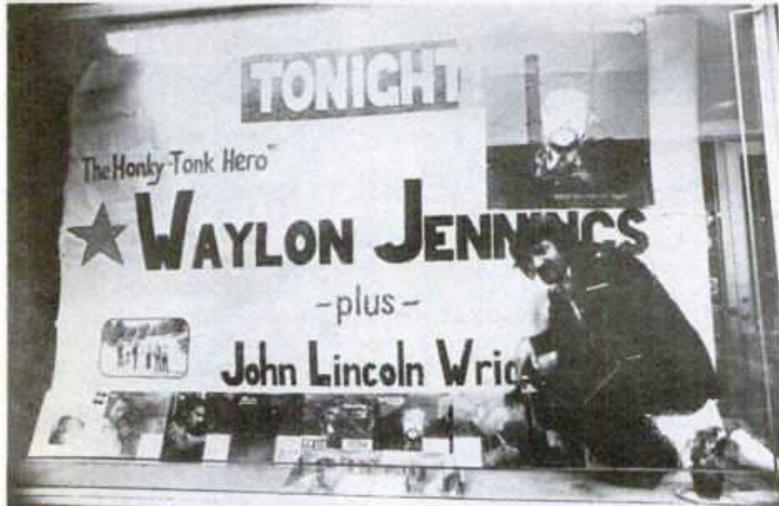
Russ Regan, president of the label, last week hired veteran country music producer Jim Vienneau to handle all creative and administrative responsibilities for the new division.

Vienneau is opening an office in Nashville and has hired John Mitchell to handle promotion out of Nashville.

First release under the new situation will be a single by Lois Johnson, out within 30 days.

However, the first country single on 20th Century was a master purchase called "Back Door of Heaven" by Nancy Wayne. This single, produced by the New York Times production company, was released last

(Continued on page 38)



RCA RECORDS artist Waylon Jennings peers out of his own window display at Discount Records in Harvard Square, Cambridge, Mass., which heralded not only his entire RCA Records catalog, but also his recent appearance for a week at The Performance Center in neighboring Boston.



Pat McCurdy
ONE HEART TO GIVE
and
YOUR OLD LOVE LETTERS
for D. J. copies write

SUNSHINE COUNTRY RECORDS
513 west main
Arlington, Tex. 76010

1st Lady Given Opry Memento

NASHVILLE—Mrs. Dorothy Faye Ritter, widow of the late Tex Ritter, presented a hand-carved dulcimer to Mrs. Pat Nixon on the occasion of her birthday at the "Grand Ole Opry."

The dulcimer, she explained, was an instrument of sweet music, intended for the ears of one who had been an inspiration for her husband.

Mrs. Ritter, who now represents the state of Tennessee and its entertainment industry, made the presentation on stage at the new Opry House.



REX ALLEN JR.
Has Country Music's Most Beautiful Single:
"GOODBYE" (WB 7788)

Give it a warm hello.
It's from Warner Bros. Country.

Country Music Record Crowds at Festival in U.K.

• Continued from page 36

first gospel group ever to appear at Wembley and in this festival. They had the crowd on its feet repeatedly with their contemporary music. They'll visit Sweden in May, and sellout houses already are anticipated there. David Rogers, who arrived on the day of his performance and was almost totally exhausted, acquitted himself with his fine selection of music.

The non-U.S. acts also went over big. They included Rankarna & Mats Radberg, the Hillsiders, the Jonny Young 4, Kathie Kay, Ray Lynam and Philomena Begley, Frisco, Caroline Hall, the Czech Country Beat, Larry Cunningham, and Miki & Griff. The best-received of these were the Czechoslovakian group and Miki and Griff, one of whom is Welsh, the other Scottish.

Exhibitors again did a brisk business at the booths, selling albums by the thousands and introducing new product.

Conn later this year plans a similar Gospel Festival, and also has set up what he calls a Country & Eastern Festival for Prague early next year. Virtually all the artists who took part in this year's event have expressed a desire to return.

Nearly all artists also did a series of radio and television interviews. Narvel Felts alone did 20 such appearances and handled another group of conferences with the U.K. press.

Bluegrass Acts To Join Rodeo In 6-Day Event

NASHVILLE—Six major bluegrass or bluegrass-oriented acts comprise a package of musical entertainment which will be a part of a six-day rodeo to be held early in May at the Capitol Center outside Washington, D.C.

This is the first time a rodeo has been presented at the facility, and one of the first occasions in which bluegrass music has been combined into a rodeo. The package was put together by Noel Fox of the Don Light Talent Agency.

The word "bluegrass" even will be used in the title: Britches Western Championship Rodeo and Bluegrass Festival.

The acts scheduled to appear are The Country Gentlemen, Jim & Jesse, Mac Wiseman, Lester Flatt, Wilma Lee & Stony Cooper, and the Shenandoah Cut-Ups. Wilma Lee & Stony are not technically a bluegrass group, but are capable of performing it. Music will be performed between events.

The six-day show will take place May 7 to 12.

20th Century

• Continued from page 37

week, according to Regan, and is already gaining considerable airplay.

"I feel lucky to get a man of Vienneau's talent and track record to start us out in country music... I'd just been waiting for the right time and the right man."

Regan says Wesley Rose of Acuff-Rose Music has been one of the many people giving him valuable advice regarding entering the country scene. In slightly more than a year of operation, Regan has had hits in rock, MOR, soul, jazz and bubblegum.

Billboard

Hot Country Singles

Billboard SPECIAL SURVEY for Week Ending 4/27/74

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★ STAR Performer—Singles registering greatest proportionate upward progress this week.

This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	
1	2	12	HELLO LOVE—Hank Snow (Betty Jean Robinson, Aileen Mnich), RCA 0215 (Four Star, BMI)	35	50	4	I WILL ALWAYS LOVE YOU—Dolly Parton (D. Parton), RCA 0234 (Owens, BMI)	68	77	5	GEORGIA KEEPS PULLING ON MY RING—Little David Wilkins (D. Wilkins, T. Marshall), MCA 40200 (Battleground/Emerald Isle, BMI)	
2	4	9	THINGS AREN'T FUNNY ANYMORE—Merle Haggard (M. Haggard), Capitol 3830 (Shade Tree, BMI)	36	21	15	THERE'S A HONKY TONK ANGEL—Conway Twitty (Troy Seals, Danny Rice), MCA 40173 (Danor, BMI)	69	69	8	BOB, ALL PLAYBOYS AND ME—Dorsey Burnett (C. Williams), Capitol 3829 (ATV, BMI)	
★	6	9	IS IT WRONG (For Loving You)—Sonny James (W. McPherson), Columbia 4-46003 (Hill & Range, BMI)	37	45	6	CAPTURED—Terry Stafford (R. Bourke, E. Rabbit), Atlantic 4015 (Noma/S.P.R., BMI)	70	79	4	FRIEND NAMED RED—Brian Shaw (S. Weedman, G. Taylor), RCA 0230 (Dunbar, BMI)	
4	5	11	(Jeannie Marie) YOU WERE A LADY—Tommy Overstreet (Moreno, Charlie Black), Dot 17493 (Famous) (Ricci Moreno, SESAC)	38	41	8	BORN TO LOVE & SATISFY—Karen Wheeler (B. Rice, J. Poster), RCA 0223 (Jack & Bill, ASCAP)	71	—	1	THIS TIME—Waylon Jennings (W. Jennings), RCA 0251 (Baron, BMI)	
5	1	10	A VERY SPECIAL LOVE SONG—Charlie Rich (B. Sherrill, Norro Wilson), Epic 5-11091 (Columbia) (Algee, BMI)	39	33	13	SUPERSKIRT—Connie Cato (R. Hellard, Gary S. Paxton), Capitol 3788 (Acoustic, BMI)	72	82	2	GOODBYE—Rex Allen Jr. (L. Butler, B. Killen), Warner Bros. 7788 (Tree, BMI)	
6	7	10	I'LL TRY A LITTLE HARDER—Donna Fargo (Donna Fargo), Dot 17491 (Famous) (Prima Donna, BMI)	40	53	5	WHEN THE MORNING COMES—Hoyt Axton (H. Axton), A&M 1497 (Lady Jane, BMI)	73	84	4	THE PILLOW—Johnny Duncan (J. Duncan), Columbia 4-46018 (Algee, BMI)	
7	8	9	WE SHOULD BE TOGETHER—Don Williams (A. Reynolds), JMI 36 (Jack, BMI)	41	22	14	BABY DOLL—Barbara Fairchild (J. Crutchfield, D. Earl), Columbia 4-45988 (Duchess, BMI)	74	56	12	TELL ME A LIE—Sami Jo (B. Wyrick, B. Buckins), MGM South 7029 (Fame, BMI, Rick Hall, ASCAP)	
8	9	13	THE OLDER THE VIOLIN, THE SWEETER THE MUSIC—Hank Thompson (Curley Putnam), Dot 17490 (Famous) (Tree, BMI)	42	28	14	TWENTIETH CENTURY DRIFTER—Marty Robbins (Marty Robbins), MCA 40172 (Mariposa, BMI)	75	65	11	BACK IN THE COUNTRY—Roy Acuff (Eddy Raven), Hickory 314 (MGM) (Milene, ASCAP)	
★	12	8	COUNTRY BUMPKIN—Cal Smith (D. Wayne), MCA 40191 (Tree, BMI)	43	49	6	DALLAS—Connie Smith (L. Williams), Columbia 4-46008 (Acuff-Rose, BMI)	76	63	9	LORD, HOW LONG HAS THIS BEEN GOING ON—Doyle Holly (L. Morris, Barnaby 5030 (MGM) (Sing Me/Backyard, ASCAP)	
★	13	7	NO CHARGE—Melba Montgomery (H. Howard), Elektra 45883 (Wilderness, BMI)	★	59	3	DON'T LET GO—Mel Tillis & Sherry Bryce (J. Stone), MGM 14714 (Screen Gems-Columbia, BMI)	77	85	5	JUST FOR OLD TIMES SAKE—Eddy Arnold (H. Hunter, J. Keller), MGM 14711 (Screen Gems-Columbia, BMI)	
11	3	10	HANG IN THERE GIRL—Freddie Hart (Freddie Hart), Capitol 3627 (Blue Book, BMI)	45	29	12	GUESS WHO—Jerry Wallace (Max Powell), MCA 40183 (Four Star, BMI)	78	86	4	HAVE IT YOUR WAY—Dave Dudley (D. Dudley), Rice 5067 (New Keys, BMI)	
12	14	8	SOME KIND OF WOMAN—Faron Young (J. Peppers, T. Cash), Mercury 73464 (Phonogram) (Coal Miners, BMI)	46	52	4	STOP THE WORLD (And Let Me Off)— Susan Raye (C. Bellow, W.S. Stevenson), Capitol 3850 (Four Star Music, BMI)	79	88	7	WELCOME HOME—Peters & Lee (J. Dupre, S. Beldone, B. Blackburn), Philips 40729 (Phonogram) (Bello, ASCAP)	
13	15	10	AT THE TIME—Jean Shepard (Bill Anderson), United Artists 384 (Stallion, BMI)	47	30	12	I'M LEFT, YOU'RE RIGHT, SHE'S GONE—Jerry Lee Lewis (B. Taylor, S. Kesler), Mercury 73452 (Phonogram) (Hill & Range, BMI)	80	87	4	GOOD MORNING LOVE—Larry Kington (L. Kington), JMI 37 (Owens, BMI)	
★	19	7	HONEYMOON FEELIN'—Roy Clark (R. Hellard, G.S. Paxton), Dot 17498 (Famous) (Coustic, BMI)	★	58	4	BLOODY MARY MORNING—Willie Nelson (W. Nelson), Atlantic 3020 (Willie Nelson Music, BMI)	★	—	1	RAGGED OLD FLAG—Johnny Cash (J.R. Cash), Columbia 4-46028 (House Of Cash, BMI)	
15	16	8	RAINY NIGHT IN GEORGIA—Hank Williams Jr. (T. White), MGM 14700 (Combine, BMI)	49	38	10	YOU NEVER SAY YOU LOVE ME ANYMORE—Nat Stuckey (Gayle Barnhill, Johnny Christopher), RCA 0222 (Unchappell/Easy Nine, BMI)	82	91	2	I WANTA GET TO YOU—La Costa (C. Taylor, N. Wilson, G. Richey), Capitol 3856 (Al Gallico, BMI)	
16	10	11	I'VE GOT A THING ABOUT YOU BABY/ TAKE GOOD CARE OF HER—Elvis Presley (Tony Joe White), RCA 0196 (Swamp Fox/White Haven, ASCAP)	50	48	10	I USE THE SOAP—Dickey Lee (David Gates), RCA 0227 (Jipahulu, ASCAP)	83	92	4	YOU GOT EVERYTHING THAT YOU WANT—Pat Roberts (R. Moreno, B. Fischer), Dot 17495 (Ricci Moreno, SESAC)	
17	11	16	MIDNIGHT, ME & THE BLUES—Mel Tillis (Jerry House), MGM 14689 (Sawgrass, BMI)	51	51	11	SUNSHINE ON MY SHOULDER—John Denver (Denver, Kniss, Taylor) RCA 0213 (Cheery Lane, ASCAP)	84	89	3	YOU ONLY LIVE ONCE (In A While)—Glen Barber (M. Newbury), Hickory 316 (MGM) (Acuff-Rose, BMI)	
★	23	8	SMILE FOR ME—Lynn Anderson (R. Bourke), Columbia 4-46009 (Chappell, ASCAP)	52	61	3	COUNTRY LULLABY—Johnny Carver (B. Mann, C. Weil), ABC 11425 (Screen Gems- Columbia/Summerhill, BMI)	85	90	2	CLOSE TO HOME—Roy Drusky (A. Harvey), Capitol 3859 (United Artists/Big Ax, ASCAP)	
★	26	6	ON THE COVER OF THE MUSIC CITY NEWS—Buck Owens (S. Silverstein, B. Owens, J. Shaw), Capitol 3841 (Evil Eye, BMI)	★	70	3	IF YOU LOVE ME (Let Me Know)—Olivia Newton-John (J. Rostill), MCA 40209 (Al Gallico, BMI)	★	96	2	I'D FIGHT THE WORLD—Jim Reeves (H. Cochran, J. Allison), RCA 0255 (Pamper, BMI)	
20	17	12	IT'S TIME TO CROSS THAT BRIDGE—Jack Greene (Ben Peters), MCA 40179 (Ben Peters, BMI)	★	64	5	THE SAME OL' LOOK OF LOVE—David Houston (C. Taylor, G. Richey, N. Wilson), Epic 5-11096 (Columbia) (Algee/Al Gallico, BMI)	87	93	2	ONE DAY AT A TIME—Marilyn Sellers (Wilkin Kristoferson), Mega 205 (Buckhorn, BMI)	
21	24	9	SILVER THREADS AND GOLDEN NEEDLES—Linda Ronstadt (J. Rhodes, D. Reynolds), Asylum 11032 (Central Songs, BMI)	55	60	7	REFLECTIONS—Jody Miller (R. Lane, R. Porter, N.B. Johnston), Epic 5-11094 (Columbia) (Tree, BMI, Cross Keys, ASCAP)	88	94	2	MORNING GIRL—Duane Dee (Tupper Sausy), ABC 11417 (Acuff-Rose, BMI)	
★	31	5	LAST TIME I SAW HIM—Dottie West (M. Masser, P. Sawyer), RCA 0231 (Jobete, ASCAP)	★	78	3	THE STRAIGHT—Ray Stevens (R. Stevens), Barnaby 600 (MGM) (Ahab, BMI)	★	—	1	HE THINKS I STILL CARE—Anne Murray (D.L. Lipscomb), Capitol 3867 (Jack/Glad, BMI)	
★	37	5	PURE LOVE—Ronnie Milsap (E. Rabbit), RCA 0237 (Briarpatch/Pi-Gem, BMI)	★	57	5	TORE DOWN/NOTHING BETWEEN—Porter Wagoner (P. Wagoner), RCA 0233 (Owens, BMI)	★	90	—	1	THEY DON'T MAKE 'EM LIKE MY DADDY—Loretta Lynn (J. Chesnut), MCA 40223 (Passkey, BMI)
24	27	10	SEASONS IN THE SUN—Bobby Wright (Rod McKuen, Jacques Brel), ABC 11418 (E.B. Marks, BMI)	58	67	8	YOU BET YOUR SWEET LOVE—Kenny O'Dell (K. O'Dell), Capricorn 0360 (Warner Bros.) (House Of Gold, BMI)	91	95	3	COME HOME—Jim Munday (J. Munday), ABC 11428 (Chappell & Co., ASCAP)	
★	42	5	SOMETHING—Johnny Rodriguez (G. Harrison), Mercury 73471 (Phonogram) (Harrisonsongs, BMI)	59	73	7	BITTER THEY ARE, HARDER THEY FALL—Larry Gatlin (L. Gatlin), Monument 7-8602 (Columbia) (First Generation, BMI)	92	—	1	SWEET AND TENDER FEELING—Mac White (M. White), Commercial 1315 (N.S.D.) (Milene, ASCAP)	
26	18	12	(We're Not) THE JET SET—George Jones & Tammy Wynette (B. Braddock), Epic 5-11083 (Columbia) (Tree, BMI)	★	74	4	THE TELEPHONE CALL—Tina and Dobby (B. Sherrill, C. Taylor), Epic 5-11099 (Algee, BMI)	93	97	3	I'LL HAVE TO SAY I LOVE YOU IN A SONG—Jim Croce (J. Croce), ABC 11324 (Blendingwell/American Broadcasting, ASCAP)	
★	34	7	MY PART OF FOREVER—Johnny Paycheck (J. Foster, B. Rice), Epic 5-11090 (Columbia) (Jack & Bill, ASCAP)	★	75	2	ROOM FULL OF ROSES—Mickey Gilley (Spencior), Playboy 50056 (Hill & Range, BMI)	94	98	2	IT'S ALL IN THE GAME—Slim Whitman (C. Sigman, Gen. C. Dawes), United Artists 402	
28	32	8	JUST ENOUGH TO MAKE ME STAY—Bob Luman (J. Weatherly), Epic 5-11087 (Columbia) (Keca, ASCAP)	★	63	62	SOMETHING BETTER—O.B. McClinton (M. Kossor, R. Vanhoy), Enterprise 9091 (Columbia) (Tree, BMI)	95	—	1	QUE PASA—Kenny Price (E. Stevens, E. Rabbit), RCA 0256 (Debbave/Briarpatch, BMI)	
29	25	11	I'LL NEVER GO AROUND MIRRORS—Lefty Frizzell (S.D. Shaler/L. Frizzell), ABC 11416 (Blue Crest, BMI)	★	64	68	6	TOY TELEPHONE—Johnny Bush (L. Kington, F. Bycus), RCA 0240 (Owens, BMI)	96	99	2	LONELY STREET—Tony Booth (Belew, Stevenson, Sowder), Capitol 3853 (Four Star, BMI)
★	39	6	YOU DON'T NEED TO MOVE A MOUNTAIN—Jeanne Pruett (J. Rushing, W. Holyfield), MCA 40207 (Jack, BMI)	★	65	57	9	I GAVE UP A GOOD MORNING—Red Steagall (R. Steagall, S. Linard), Capitol 3825 (Willex, ASCAP)	97	—	1	LADYLOVER—Bobby Lewis (B. Lewis, G. Kennedy), Ace Of Hearts 0480 (Golden Horn, ASCAP)
31	35	7	STORMS OF TROUBLED TIMES—Ray Price (J. Weatherly), Columbia 4-46015 (Keca, ASCAP)	★	66	5	WOULD YOU LAY WITH ME (In A Field Of Stone)—Tanya Tucker (David Allen Coe), Columbia 4-45991 (Window Captive, BMI)	98	—	1	BABY LET YOUR LONG HAIR DOWN—Don Adams & The Greenfield Express (R. Bourke, E. Rabbit), Atlantic 4017 (Noma/S.P.R., BMI)	
★	40	5	LEAN IT ALL ON ME—Diana Trask (J. Whitmore), Dot 17496 (Famous) (Al Gallico, BMI)	★	67	71	7	LAST OF THE SUNSHINE COWBOYS—Eddy Raven (E. Raven), ABC 11421 (Milene, ASCAP)	99	—	1	UNTIL THE END OF TIME—Narvel Felts & Sharon Vaughn (J. Foster, B. Rice), Cinnamon 793 (Jack & Bill, ASCAP)
33	20	16	WOULD YOU LAY WITH ME (In A Field Of Stone)—Tanya Tucker (David Allen Coe), Columbia 4-45991 (Window Captive, BMI)	★	67	71	7	LAST OF THE SUNSHINE COWBOYS—Eddy Raven (E. Raven), ABC 11421 (Milene, ASCAP)	100	—	1	STILL A LOT OF LOVE—Darrell McCall (D. Owens, A. Roshelle), Atlantic 4019 (Hill & Range, BMI)
★	47	5	I JUST STARTED HATIN' CHEATIN' SONGS TODAY—Moe Bandy (S. Schaler, D. Owen), GRC 2006 (Blue Crest/Hill & Range, BMI)									

APRIL 27, 1974, BILLBOARD

Country Music

Nashville Scene

By BILL WILLIAMS

Some sidelights to the Wembley trip for the Nashville artists. On the trip over, the plane was overcrowded and understaff, but American ingenuity came to the fore. With the stewardesses barely able to keep up, **Jeanne Pruett**, **Johnny Rodriguez** and **Bobby Brenner** (manager of **Bill Anderson**) moved into the galley of the plane and, setting up an assembly line operation, saw to it that everyone got fed. Jeanne, always at home in a kitchen or elsewhere, also helped tidy up the plane on the way home. ... Autograph seekers at Wembley were not unlike those at home. They besieged the artists in this respect and in picture-taking. Everyone cooperated to the fullest. ... **Jeanne C. Riley**, breaking in her new act at the Southernair in Atlanta, has added two new musicians, and she now has seven. At some engagements in the future she'll use nine. And she now calls the group the **Homestead Symphony**. ... Add to the list of those taking part in the new **Burt Reynolds** film the name of **Jerry Kennedy**, vice president of Mercury, who produces all of the major country artists on that label. Jerry also now has his own Mercury album released. Produced by **Bob Beckham**, the "sideman" on the session are **Kris Kristofferson**, **Tom T. Hall**, **Charlie McCoy**, **Ray Stevens**, **Mickey Newbury**, **Johnny Rodriguez**, **Owen Bradley**, **Boots Randolph**, the **Statler Brothers** and **Dennis Linde**. ... Now it's **Johnny Duncan**, the great Columbia artists, who has signed with the **Jim Halsey Co.** in Tulsa for exclusive management. Duncan was formerly with the **Jack Johnson Agency** and was a regular with the **Charlie Pride** package. ... **Joel Mathis** of **Chart Records** has his first single on that label, written by **Wes Helm**. ... **Grandpa Jones** is set for the heaviest fair schedule of his career. ... Lots of what they call progressive country rock at the East Texas country fair this past week. It included **Steve Fromhois**, **Country Cookin'**, **Michael Murphy**, **Jerry Jeff Walker**, **John Hartford**, **Nitty Gritty Dirt Band**, with **Steve Martin** as **M.C.**

Commander Cody & His Lost Planet Airmen group have picked up **Ernie Hager**, formerly with **Buck Owens**, to replace **Bobby Black** as steel player. ... Add **Lewiston, Maine**, as a center for recording country music. **E.A.B. Studios** have opened there, and among the acts recording is **Van Trevor**. ... **Jerry Lee Lewis** will join the **R&B** performers at the **Memphis Music Awards** presentation next month. ... **Buck Owens** is the first country artist to play **Hong Kong**. He was a smash. ... While appearing in **Tampa**, **Sherry Bryce's** **Great Dane** was stolen from the motel kennel. ... **Dot's Pat Roberts** joins **Jerry Reed** and **Barbara Fairchild** in concert May 17 at the **Convention Center Auditorium** in **Fresno**, then **Pat and Barbara** repeat in **Redding, Calif.** ... **Tom T. Hall** will appear on the **Today Show** May 24. ... British promoter **Jeff Kruger**, who was quoted in **London** as having called the popularity of country music in his country "a myth" has repackaged and distributed three debut albums by established artists new to his **Ember** label. The albums are by **Susan Maughan** and two by **Roy Clark** and **Diana Trask**. **Kruger** also predicted the demise of the **Wembley Festival** which drew record-shattering crowds. ... **Carl Hall**, for-

Billboard Hot Country LP's

Billboard SPECIAL SURVEY for Week Ending 4/27/74

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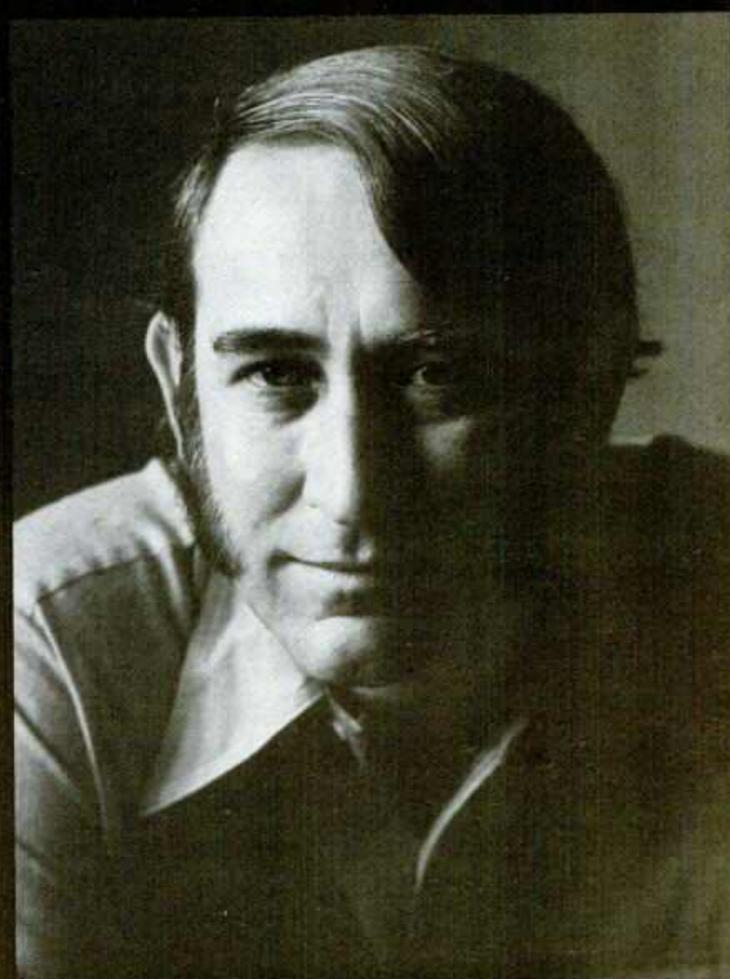
This Week	Last Week	Weeks on Chart	TITLE—Artist, Label & Number (Distributing Label)
★ 1	3	6	VERY SPECIAL LOVE SONGS—Charlie Rich, Epic KE 32531 (Columbia)
2	2	53	BEHIND CLOSED DOORS—Charlie Rich, Epic KE 32247 (Columbia)
3	1	7	THERE WON'T BE ANYMORE—Charlie Rich, RCA APL1-0433
4	4	7	WOULD YOU LAY WITH ME (In A Field Of Stone)—Tanya Tucker, Columbia KC 32744
5	5	8	MY THIRD ALBUM—Johnny Rodriguez, Mercury SRM 1-699 (Phonogram)
6	6	8	JOLENE—Dolly Parton, RCA APL1-0473
7	9	7	IF WE MAKE IT THROUGH DECEMBER—Merle Haggard, Capitol ST-11276
8	7	11	A LEGENDARY PERFORMER, Vol. 1—Elvis Presley, RCA CPL1-0341
9	8	16	LET ME BE THERE—Olivia Newton-John, MCA 389
★ 10	14	6	THE ENTERTAINER—Roy Clark, Dot DOS 1-2001 (Famous)
★ 11	10	22	NEW SUNRISE—Brenda Lee, MCA 373
★ 12	19	3	HELLO LOVE—Hank Snow, RCA APL1-0441
13	16	5	SPIDERS & SNAKES—Jim Stafford, MGM SE-4947
14	15	8	FULLY REALIZED—Charlie Rich, Mercury SRM 2-7505 (Phonogram)
15	11	16	FOR THE PEOPLE IN THE LAST HARD TOWN—Tom T. Hall, Mercury SR 1-687 (Phonogram)
16	17	24	WHERE MY HEART IS—Ronnie Milsap, RCA APL1-0338
17	13	10	I'M STILL LOVING YOU—Joe Stampley, Dot DOS 26020 (Famous)
18	20	10	SONG AND DANCE MAN—Johnny Paycheck, Epic KE 32570 (Columbia)
19	18	9	KID STUFF—Barbara Fairchild, Columbia KC-32711
★ 20	25	3	ANOTHER LONELY SONG—Tammy Wynette, Epic 32745 (Columbia)
21	23	6	DON WILLIAMS, VOL. II—JMI 4006
22	2	17	BOBBY BARE SINGS LULLABYS, LEGENDS AND LIES—Bobby Bare, RCA CPL-2-0290
23	24	16	WE'RE GONNA HOLD ON—George Jones & Tammy Wynette, Epic KE 32757 (Columbia)
★ 24	32	2	HONKY TONK ANGEL—Conway Twitty, MCA 406
25	26	34	YOU'VE NEVER BEEN THIS FAR BEFORE/BABY'S GONE—Conway Twitty, MCA 359
26	27	7	SHE'S GOT EVERYTHING I NEED—Eddy Arnold, MGM 4912
27	28	4	LET'S GO ALL THE WAY TONIGHT—Mel Tillis & Sherry Bryce, MGM SE 4937
28	31	11	THE ENTERTAINER OF THE YEAR—Roy Clark, Capitol ST 11264
29	30	6	THE BEST OF DANNY DAVIS & THE NASHVILLE BRASS—RCA APL1-0425
★ 30	37	3	THE LAST LOVE SONG—Hank Williams Jr., MGM SE 4936
31	33	3	SWEET COUNTRY—Charley Pride, RCA APL1-0217
★ 32	41	18	AMAZING LOVE—Charley Pride, RCA APL1-0397
33	34	9	THE PILGRIM—Larry Gatlin, Monument KZ-32571 (Columbia)
34	35	3	SOME KIND OF WOMAN—Faron Young, Mercury SRM 1-698 (Phonogram)
35	36	5	THE BEST OF BUCK OWENS VOL. 5—Capitol 11273
36	39	2	THE ATKINS-TRAVIS TRAVELING SHOW—Chet Atkins, Merle Travis, RCA 0479
37	21	19	THE FASTEST HARP IN THE SOUTH—Charlie McCoy, Monument KZ 32749 (Columbia)
38	22	15	AN AMERICAN LEGEND—Tex Ritter, Capitol 11241
39	40	7	HAPPY HOUR—Tony Booth, Capitol ST-11270
40	-	1	GOOD TIMES—Elvis Presley, RCA CPL1-0475
41	42	5	THAT'S THE WAY LOVE GOES—Connie Smith, Columbia 32581
42	43	4	PHASES AND STAGES—Willie Nelson, Atlantic SD 7291
43	-	1	YOU'RE THE BEST THING THAT EVER HAPPENED TO ME—Ray Price, Columbia 32777
44	38	5	THE OAK RIDGE BOYS—Columbia 32742
45	46	5	LIVE AT THE PALOMINO CLUB—Del Reeves, United Artists UA 204-F
46	47	4	BACK IN THE COUNTRY—Roy Acuff, Hickory 4507 (MGM)
47	29	20	CLINGING TO A SAVING HAND—Conway Twitty, MCA 376
48	50	2	STOP AND SMELL THE ROSES—Mac Davis, Columbia KC 32582
49	-	1	FASTEST GRASS ALIVE—Osborne Brothers, MCA 374
50	-	1	WHEN YOUR GOOD LOVE WAS MINE—Narvel Felts, Cinnamon 5002

merly with Owens-Fair & Associates in Nashville, and his wife, **Cathy Clayton-Hall**, a radio personality, have moved to **Billings, Mont.**, to join **KOYE-AM**. **Hall** is succeeded

at the agency by **Gus Barba**, former staff musician and then road manager for **Tom T. Hall** and **Johnny Rodriguez**. ...

(Continued on page 40)

DON WILLIAMS' "WE SHOULD BE TOGETHER"



Has It Together
#7 and Crossing Over
Don's 5th Straight Smash Single
Chart Progress: 66 places in 7 weeks
2nd Hit Single From His 2nd Album:
Don Williams, Volume Two

DON WILLIAMS Volume Two



"We Should Be Together" — JMI-36
Don Williams, Volume II — JMI-5006
Tape — JMI-T85006

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APRIL 27, 1974, BILLBOARD

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EXCLUSIVELY ON

GUSTO RECORDS

Country Music

Nashville Scene

• Continued from page 39

When the **Chieftones** performed in Oklahoma City, their leader **Billy Thundercloud** was hospitalized with tonsillitis. But the group got a standing ovation. . . . For the third consecutive year, Kustom Electronics will provide the sound for the Cerebral Palsy Telethon in Jackson, Tenn. . . . **Lawanda Lindsey's** next release for Capitol will be an updated version of "Hello Out There," a catalog standard for writers **Wayne Walker** and **Kent Westbury** of Cedarwood. . . . **Ronnie Self**, fully recovered from a serious auto accident, is spending time in the studio with producer **John Denny**. . . . **Joe Diamond**, former front man for **Johnny Paycheck**, is on a five-week tour of the Southeast. . . . **Estelle Arton**, president of Pretone Records, has signed **Jack Crocker** of Columbus, Miss., to an exclusive recording contract on the label. He is a teacher of American literature and creative writing at Ole Miss. . . . On the subject of professors, **Dr. Ed Hicks** at the University of Georgia invited songwriter **Dick Feller** to lecture his class in poetry.

The Eastern States Country Music group has joined the fight against tape piracy, distributing literature to all members. . . . The **Johnny Dollar-Tex Clark** television show we mentioned earlier will be for cable TV, handled by a West Coast firm. . . . Take note of the fact that **Mary John Wilkins** who, happily, is writing again, is coauthor of "One Day at a Time." **Kristofferson** helped her with it, and is getting the bulk of the credit, which she doesn't resent. But it's only fair to give her a mention. . . . **Del Wood** received a special message from President Nixon after sending him her album of religious songs. . . . **Mickey Barnett** has done a new session in Nashville, replete with strings, and a **Cam Mullins** arrangement. . . . **Dave Mack** has moved from Elektra to GRC. . . . A big shake-up at **Mel Tillis** enterprises. A lot of faces are gone. . . . **Arlene Harden** the mother of a new baby girl, **Amy Elizabeth**. . . . **Ray Griff** went over exceptionally well in his home country, Canada, on a series of dates. . . . A baby born to the Melton family of Columbus, Ohio, were named for **Duane Allen** and **Billy Golden** of the **Oak Ridge Boys**. . . . **Shoji Tabuchi** of the **David Houston Show** has signed an individual artist contract with Dot Records. . . . Swedish country singer **Ralph Robertsson**, is recording in Nashville. . . . **Sammy Vaughn**, former front man for Ernest Tubbs, now fronts the **Tommy Overstreet Show**.

Chuck Wagon Gang, Ex-Gov. Davis to Tour

NASHVILLE—Herman Harper, director of the Gospel Music Division of Don Light Talent Inc., has announced a June tour for two of the oldest and most respected attractions in gospel music.

The Chuck Wagon Gang, in its original entirety, will come out of semi-retirement for the tour, joining former Louisiana Gov. **Jimmy Davis**, who recently signed another long term contract with Canaan Records after more than 30 years with Decca and MCA.

The tour begins in Texas and works northeastward.

• Continued from page 32

gram director **Chuck Kelly** until 2 p.m., **Allen Reynolds** 2-6 p.m., and **Ted Allen** 6-midnight on the country music station. Yeah, but you guys have never really dined in a good Texas restaurant until you sup at the Brauhaus in Austin.

★ ★ ★

Jim Christoferson, who has been known to hire itinerant personalities such as **Corky Mayberry** in fits of desperation, has moved to KBUY-AM in Fort Worth as operations manager. He'd been program director of KDJW-AM in Amarillo. New program director in beautiful downtown Amarillo is **Dugg Collins**, who does the morning show, followed by **Terry Amburn**, **Jack Dillon**, **Pat Whiteman** and **Jackson Knight**. It's a Walton Gang station, as is KBUY-AM. . . . A note from **John Richer**, president, National Assn. of FM Broadcasters, and president of WIOQ-FM, Philadelphia: "Though you did quote most of the information in the story about our 1974 NAFMB convention, you did imply something that we did not say. The NAFMB convention in New Orleans is not meant to 'compete against the bigger organization.'

"We believe that our National Radio Broadcasters Conference and Exposition will supplement rather than compete with the NAB's activities, providing radio broadcasters with additional information that will, hopefully, make their operations more profitable. As you know, our convention sessions have always been workshop type meetings covering principle sales, promo-

tion, engineering, programming and management.

"We do not include the many features that have made the NAB conventions so outstanding. The NAFMB's conventions have had a completely different thrust and motivation." The NAFMB convention, incidentally, is always a good one. As I mentioned in the story that Richer counterparts, it's going to be in October in New Orleans. I suggest that both AM and FM radio people contact the NAFMB, Suite 803, 420 Madison Ave., New York, N.Y. 10017, or call 212-755-9330 for registration details.

★ ★ ★

Terry S. Branham, Canton, Conn., requests that I apologize for my "obvious slant of the American Women in Radio and Television," of which she is a new member. Terry, I wasn't panning (no pun intended) women directors of anything. I was just bringing up the obvious fact that the women I know in radio would be reluctant to be women directors; they compete on the same level as everybody. The real great women in radio, to my knowledge, probably never heard of the AWRT. One, for instance, is good old **Gertie Katzman**, previously the music director for several years at WNEW-AM in New York. I just heard that Gertie has departed the station after all these years. She was there during the heyday of the station. She was then, and now, a goddess in music for radio and one of the nicest people you'll ever hope to meet. I hope you're well, Gertie, and already have a new scene by this time.

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When Answering Ads . . . Say You Saw It in Billboard

Wembley Stirs an Atmosphere Of Involvement In Country Music

By TONY BYWORTH

LONDON—Country music continues to strive for its own identification as a legitimate musical force devoid of the unsavory imagery that it has been so readily associated with its name in the past, and Wembley—through the annual International Festivals of Country Music—has often acted as a positive force.

Impresario Mervyn Conn, the man behind the festivals, has al-

ready cited them as being a unifying force within the industry, and the spate of new record releases over the Easter period provided ample proof that an increased interest in the music does exist.

However, Wembley, unlike many other musical festivals, forms more than a force of unity within the industry. It also creates an involvement between trade and consumer and the exhibition area around the Empire Pool has now become the common frontier.

This year, as with the five preceding festivals, the recording companies took the lion's share of the stand space. RCA, EMI, CBS, United Artists, Pye, Phonogram, Shannon, Polydor and Atlantic/Warner Brothers all had their product available while Harlequin Records, whose Bond Street branch has found country to be a very viable commercial position, displayed both U.K. and imported wares.

Import Albums

Import albums, however, figured heavily in the display racks of a number of the record companies and undoubtedly the recent industrial crises played a major role in the cutback of home pressed albums. The whole range of the Atlantic country catalog, featuring many new names to the U.K. record buyers, rested with import albums while RCA, CBS and Shannon all supplemented their home pressings with additional albums from the U.S.

In addition, Shannon, following a new distribution deal with Word Records, increased its display of product with a wide range of material centering on the gospel field.

Besides the recording companies, country music found representation from other outlets, sometimes from strange quarters.

Butlins and Philips Electrical last year joined forces to meet the music with a talent contest which was staged throughout the Butlins' Holiday Camps during the summer months.

At their joint Wembley stand they reinstated their faith in the music and provided details of this year's competition as well as letting visitors hear last year's winner, Caroline Hall, perform from their stand. The entertainment was completed by a disco and dancers.

The Tea Council had already taken note of the music. Last year it staged a nationwide country music tour and, at its Wembley Tea Garden, organized a charity walk availing themselves of the services of Jimmy Savile. At the CBS/Arbiter stand, impromptu sessions were regularly staged with musicians and artists who wandered into the vicinity.

Outside the Empire Pool building, further entertainment was presented to the country music enthusiast in three specially erected marquees. Record & Radio Mirror awarded cash prizes to the home grown entertainers, BBC Radio 2's "Country Club" recorded six programs featuring the U.S. visitors and Shannon presented some of their leading Irish acts.

Mervyn Conn announced that the International Festival of Country Music had, once again, broken Wembley box office records. The enthusiastic crowds had not only come to see the artists in the evening concerts but also to become involved with the various activities staged throughout the days.

Wembley has once again proved that country music holds its own place among other music spheres, 25,000 people within two days displays the commercial potential.

Winners

The winners of the 1974 Billboard/Record and Radio Mirror Country Music Awards were revealed during the course of the Saturday evening concert at Wembley's Sixth International Festival of Country Music.

The awards were presented by Jimmy Savile and announced by Billboard's country music editor, Bill Williams.

The list of the award winners are: Top U.S. Male Artist—Slim Whitman; Top U.S. Female Artist—Dottie West; Top U.S. Group—Country Gazette; Top Song—"The Most Beautiful Girl" (writers—Wilson/Sherrill/Bourke, publishers—KPM Music); Top U.K. Solo Performer—Larry Cunningham; Top U.K. Group—Jonny Young Four; Record Company of the Year—RCA; Country Music Media Award—Radio 2's Country Club (presenter—Wally Whyton; producer—Colin Chandler). In addition two Country Music Ambassador Awards were presented to Kitty Wells and the late Tex Ritter for their outstanding contributions to the music.

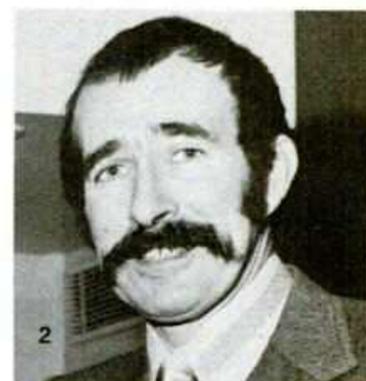
On Sunday evening the winners of the British Country Music Festival, sponsored by Record and Radio Mirror in conjunction with the British Country Music Association, were presented their prizes by Mary Reeves Davis, the widow of Jim Reeves.

The winners were: Modern Groups—The Westernaires; Solo—John Aston; Duo—Rick and Pam Maskell; Bluegrass/Oldtime Group—Pete Stanley & Roger Knowles.

IMIC Speakers



Geoffrey Bridge, director of the British Phonographic Industry, speaks on Money, Morals and Management, at IMIC on May 9.



John Fruin, managing director of Polydor U.K., will give the keynote speech at IMIC on May 8.



Dick Leahy, general manager of Bell records U.K., will participate in the plenary debate, United Europe versus the United States, on May 10 at IMIC.



Tony Morris, managing director of Phonogram U.K., will participate in the workshop session on International Marketing Trends, at IMIC on May 8.



Peter Andry, general manager of EMI's international classical division, will participate in the classical forum on May 8 at IMIC.



L.G. Wood, group director, records of EMI Ltd, will be the guest of honor at the special luncheon to be held on the closing day of IMIC.

APRIL 27, 1974, BILLBOARD

CBS Intl Sets Meet In Vienna

NEW YORK—The CBS Int'l quarterly Council of Europe meeting will be held in Vienna on April 28-30. Chaired by Peter de Rougemont, vice president European Operations for CBS Records Int'l. In attendance will be the general managers of each of the CBS Int'l companies.

The CBS Council of Europe is held every three months to enable executives to discuss corporate plans, internal/external problems and to expose new artists and products to the international operation. During the meeting, Sol Rabinowitz, CBS Int'l, will introduce a new album by Janis Ian, who has just recorded a new album, "Star," which will be licensed by CBS International.

Additional topics to be covered by meeting representatives include financial results, Embassy series, children's repertoire, organization of the product management system, 1975 budget presentations, TV advertising, and sundry A&R and publishing matters.

WEA Drops Raft in U.K.

LONDON—WEA Records is dropping the Raft label and withdrawing from the creative area to concentrate exclusively on being the service company on behalf of the Warner Bros. and Atlantic operations.

Raft was launched about a year ago by the then WEA managing director, Ian Ralfini, as a small "family" type label which could give individual attention to a limited roster of artists, a philosophy which Richard

Robinson was anxious to develop when he became head of WEA which handles selling and distribution on behalf of the autonomous WB and Atlantic operations.

However, on instructions from America the label is being closed down. "The head of the American companies felt that WEA should be concentrating on building up the other labels to become a lot bigger than they are in the U.K. and which, of course, they ought to be," Robinson told Billboard.

The label's most successful artists has been Linda Lewis and she, together with the rest of the talent roster, will be offered contracts with either Warner Bros. or Atlantic. These are Chapman and Whitney, formerly part of Family, Beckett, about to go out on tour with Slade, and Kilburn and the High Roads, signed one month ago.

Sean Murphy, general manager of Raft will leave WEA at the end of May. He will shortly, announce his plans.

Commenting on the changes, Robinson said, "WEA's sales this year are in excess of double last year's figures, our stock position is excellent and our distribution first class. Warner Bros. and Atlantic have benefitted from this situation and, in partnership with them, we intend to concentrate on continuing our upward surge. It is sad that the over-all interest in Raft has to be suspended, particularly as it has made a promising start."



Albert West receives a gold record in Salzburg during his recent concert-tour through Austria, for 50,000 sales of his single "Ginny Come Lately." The award was presented by Roland Colerus, right, promotion manager of CBS-Austria.

Dealers Plagued by Faulty Record Hike

• Continued from page 3

tain sympathies with the manufacturers. You do expect some imperfections with a mass-produced item."

Christine McArthur, supervisor of the record department at Albert E. Ford, Plymouth, said: "We are finding faulty records increasing and now send back about 10 singles a week. The main problem is blistering."

Ronnie Sykes, managing director of Sykes and Sons, in Manchester, said: "The situation is pretty bad at the moment. I have even had cases of only half a disk in the sleeve which makes me wonder whether the records are checked before they leave the factories."

"At the moment I have two records in my shop that arrived marked faulty. Obviously, a dealer returned them and they have just been shipped out again."

Mick Woodward, manager of F.L. Moore (Records) in Luton, Bedfordshire, said: "On one occasion we got a batch of 15 faulty records and sent them back. But the replacements all had the same fault."

"All the record companies seem as

bad. Standards seem to have dropped and faulty records are increasing."

Gerry Oord, managing director of EMI, said: "There could be increases in faulty records but it is probably because the quality of American product is not up to the standard of U.K. product. With heavy importing recently there could be more faulty records getting into shops."

Hilton Price, director of Phonodisc, said: "I don't think there is any doubt that Britain demands a higher standard than most world markets, including America."

"We are so much more dependent on imports these days and the quality of this product is just not as good. Factors like shrink-wrap packaging used widely in the States are potentially harmful to records by pressuring the disc which could lead to warping."

"I don't think our own situation regarding faulty records is any better or worse than it has been and we are always seeking ways to reduce the number of imperfections. We are conscious of an increasing awareness of faulty goods by both consumers and dealers."

Shaw Named CIRPA Head —New Projects Planned

TORONTO—Mel Shaw, the head of Music World Creations and manager of the Stampeders, was named the president of the Canadian Independent Record Producers Association, at a meeting held April 8. Shaw replaces Jack Richardson. Bob Ezrin, who was presented with a Billboard Trendsetter Award in 1973, was named vice president.

At the meeting plans were made to enter a number of different projects in the next year. Shaw explained, "We have planned a meeting with Ray Kevis of K-Tel International regarding some special Canadian product," said Shaw.

"At each of our meetings we intend to have an expert in various fields of production, engineering, etc. and we hope to cover one subject per meeting," continued Shaw. "We are thinking about bringing back Dr. Tom Turicchi of Perception, a Houston-based firm that has a computer that can pick the hits with 90 percent accuracy."

One of the most important resolutions to come from the meeting was the agreement to set up a newsletter which would relay information from the major record companies in Canada to the independent labels and producers indicating what specific things they are looking for in any given month.

Shaw noted, "With this newsletter producers and anyone else interested can find out specifically what the majors are looking for things such as masters, talent and so on. It will certainly save the time of a producer who might go out and spend a lot of time developing a product and then finding out that it is not the type of thing that the companies are after."

According to Shaw, last year's CIRPA symposium brought the association into the black as well as it

being a highly successful week of seminars. Tapes of the proceedings of these seminars were available to CIRPA members and to anyone who may have attended the symposium last year. All that is necessary is a supply of blank cassette tapes and the time to drop by and tape the specific seminars that are of interest. There is no charge for this service.

Ezrin is in charge of booking the people from outside the country for this year's seminars. There is also talk of a special evening for record executives, producers, artists and engineers who could get together informally and know each other a little better. According to Shaw, this would take place in June.

Lighthouse Deletions Sold In Canada; GRT Objects

TORONTO—A number of Lighthouse albums deleted in the U.S. by Evolution Records are being bought by Canadian rackjobbers, distributors and importers and sold in Canada to retailers who are selling them for as low as \$2.99 each. The albums involved are "One Fine Morning," "Thoughts of Moving On," "Lighthouse Live" and "Sunny Days." Evolution Records stated that it has not sold any Lighthouse records in Canada.

Ross Reynolds, the president of GRT of Canada, the company which has the rights to Lighthouse product in Canada, claims that this action is an infringement of the Canadian copyright act.

Such large record outlets as Music World, Towers and Sam the Record Man are handling the product in large quantities. Reynolds contin-

Quebec Singers Cut in Montreal

MONTREAL—In recent weeks, Studio Tempo Inc. of Montreal has had two of Quebec's foremost singers working at their premises.

Isabelle Pierre is currently working on a new album which is being engineered by Ian Terry and features Mario Bruneau on guitar, Leon Aronson on piano, Richard Pelletier on drums and Gene Kurtz and Jean-Guy Chapados on bass. Roch Poisson wrote the lyrics. Mario Bruneau is the musical director on the session for Barclay Records.

Louise Forestier is also in the studio before leaving on a European tour. Gamma Records hopes to release the album, which is being produced by Editions OK-Solset Inc., and engineered by Michel Lachance of Tempo, sometime in September.

ued, "I spoke to Sam Sniderman (Sam the Record Man), who assured me that he would not sell anymore unless he is forced competitively to sell them.

"What really hurts is the fact that a lot of these people are those who talk about supporting the Canadian music industry but when the support is needed it all gets lost in dollars and cents," says Reynolds.

Reynolds has been one of the successful developers of Canadian talent in the last year working with such acts as James Leroy, Ian Thomas, Tony Kosinec, Dr. Music, Adam Mitchell, Greaseball Boogie Band, Cathy Young, Moe Koffmann and Lighthouse. In deals with other labels, Incredible Bongo Band, Downchild Blues Band and the DeFranco Family, Reynolds has also had success.

At this year's Juno Awards, GRT of Canada received its award as "Canadian Content Company of the Year" while Lighthouse walked off with an award as "Canadian Group of the Year"; Cathy Young as "Most Promising Female Vocalist," and Ian Thomas as "Most Promising Male Vocalist."

Col Canada In Country Tape Push

TORONTO—Columbia Records of Canada, Ltd. has set up a month-long country tape sales and merchandising program entitled "Tape Jamboree," focusing on the 30 best selling Columbia and Epic country tape releases both of recent and vintage and catalog material. Julian Rice, Columbia's national merchandising director, featured artists including Charlie Rich, Johnny Cash, Lynn Anderson, Tanya Tucker, Sonny James, Tammy Wynette, Ian & Sylvia, Ray Price and others.

Merchandising support for the program includes a special dealer incentive plan, national and trade print advertising, account mailings, large price-oriented wall posters, retail ad layouts, and a special country music wall clock to be distributed to country music stations as well as participating dealers.

Rice indicated that in the first week the unusually strong response demonstrated the continuing growth of country product in the tape medium.

GRC Expands in Far East; Seeks Record & Pub Deals

NEW YORK—General Recording Corp., Michael Thevis and their international representative, Robert Weiss, and his One World of Music Agency, have begun negotiations with Japanese record and music publishing licensees in the second phase of Far East exploration for GRC Records and the Thevis Music Group.

Weiss, president of the international licensing and consulting agency, One World of Music, will present GRC product and music publishing catalogs to over 40 major firms in the Far East including Hong Kong, Singapore, Bangkok and Manila.

He will be working with Thevis' Music Group including Act One Music and Grapevine Music in Atlanta, Nolanta Music and Silver Thevis Music in New Orleans, and Thevis' co-owned publishing firms, Moonsong Music in Birmingham and Blue Surf Music in North Carolina.

Weiss, who concludes his three-week far east visit on Tuesday (30),

will seek licensee's from each foreign city to serve as representative for GRC product and music catalogs. According to Michael Thevis, president of GRC, Weiss will be involved in placing GRC catalogs in distribution around the world as well as acquiring publishing catalogs and masters for Thevis Enterprises.

Plans for GRC included a five-week trip to London in early May by Thevis; Buz Wilburn, president of GRDC; Rick Landy, general manager of Thevis' Music Group, and Weiss, to begin negotiations for the fall opening of an international branch recording and publishing office there.

In furthering worldwide expansion, Thevis, who is also president of the Sound Pit recording studio and Jason Management with offices in Atlanta, Nashville and Los Angeles, plans to establish international distribution and licensee representation in Germany, France, Spain, Holland, Mexico and Latin America within the next year.

From the Music Capitals of the World

TORONTO

Mark Edwards, formerly with CKGM, Montreal, has moved to Toronto and is now with CFTR. . . . MCA Records (Canada) have obtained the rights to the "Let Me Be There" single and album by Olivia Newton-John as well as her latest single "If You Love Me (Let Me Know)." . . . Frankie Vaughan will appear with the London Palladium Show at the O'Keefe Centre in Toronto for two weeks which began April 15. The show recently played at the National Arts Centre in Ottawa from April 9-13. . . . the half-hour Stampeders' special entitled "A Short Visit to Planet Earth" will be rebroadcast on the CBC television network in Canada on Monday (22). . . . "Pour Un Instant" the latest single by French-Canadian group Harmonium on Quality Records is one of the best selling singles for that label.

Brussel Sprout, a seven-piece country rock band from Detroit, has signed with independent record producer Hilly Leopold. The group has just finished recording at the Eastern Sound Studios in Toronto and the album is due shortly. . . . Quality Records in conjunction with Music Shoppe International, a Toronto booking agency, presented an artist showcase at Wexford Collegiate in Toronto on March 29 featuring Celebration recording artists, Chester, Karen and David and Sugar Cane and Kanata artist, Peter Foldy. Joe Owens of Quality Records acted as MC and Quality's national merchandising manager Peter Graham, coordinated the show with Owens and Music Shoppe. . . . Axe Records held a press debut for Jay Telfer, their newest signing at Egerton's in Toronto recently. . . . according to booking agency Concept 376, bands scheduled to play Ontario Place this summer include Brutus, the Stampeders, Bill King, Greaseball Boogie Band, Steel River, Handley Page, April Wine and Rhode Apple Red. Concerts start on June 6. . . . On their current North American tour, the David Holland Quartet included dates in Edmonton, Calgary, Victoria and Toronto. They will appear in Toronto on May 5. Their recently

released ECM album "Conference of the Birds" is distributed in Canada by Polydor.

Don Goodwin's latest single on Silver Blue Records "Time to Cry" distributed in Canada by Polydor, has hit all of the major playlists in piled a promo package of top Canada including CKLW, CKOC, CHUM, CHEX, CKPT, CFGO, CKY, CKOM, and CFRN. The song was written by Paul Anka. . . . Charles Mingus will appear from Monday (22) to Saturday (27) at the MacKenzie's Corner House in Toronto. . . . Genesis sold out for their May 2 concert at Massey Hall in Toronto for Concert Productions International in one day. . . . Tommy Banks will be taping a variety show at the CHCH studios for viewing in Edmonton and possible syndication. Confirmed guests include George Carlin and Canned Heat. . . . "Queen Jealousy" by Mood Jga Jga is either playlisted or charted on CHAM, CKY, CFRW, CKGM, CHUM-FM, CKFM, CJOM-FM, CHOM-FM and CKLG-FM plus other major stations in Canada. . . . Daryl Hall and John Oates are tentatively booked to appear with Van Morrison in Toronto on May 18.

Tim Thomas, the director of programming of CHOM-FM has com-French Canadian singles and albums entitled CHOM Gout de Quebec Sampler in order to make programmers across Canada more aware of the excellent product coming from Quebec. Included in the sampler is material by Jean Pierre Ferland, Robert Charlebois, Louise Forestier, Diane Dufresne, Pauline Julien, Gilles Valiquette, Ville Emard Blues Band, Renee Claude, Harmonium, Guy Trepanier, Anne Anderson, Lewis Furey and the Hotel Orchestra. . . . A SRO audience attended the March 29 appearance of Anne Murray with the Edmonton Symphony Orchestra at Edmonton's Auditorium. John Allan Cameron opened the show. Ms. Murray will appear with the Toronto Symphony on May 4. Cameron has a half-hour musical variety television pilot which also features the Cape Breton Symphony, Les Danseurs Du Saint

(Continued on page 49)

Thomas in Home Concert

TORONTO—Ian Thomas will appear May 4 in concert with his new band and the Hamilton Philharmonic Orchestra at Hamilton Place in his home town.

It was four years ago that Thomas as a member of the band Tranquility Base performed as guest artists with the HPO and that was the beginning of Thomas' experimentation with the symphonic music form.

There will be no warm-up act on the night of the show. The first half will consist of Thomas and his new band performing their road show repertoire and then for the second half the HPO joins them on the stage for a more formal concert utilizing the rock music that Thomas has

written especially for the symphonic form.

The members of Thomas' band are Hugh Alexander Syme on keyboards, D'Arcy Whickham on guitar, Michael Oberle on drums, Steve Hogg on bass and Josh Onderisin also on guitars.

The Hamilton Concert is one performance only and immediately afterwards Thomas starts on a series of Canadian and U.S. shows.

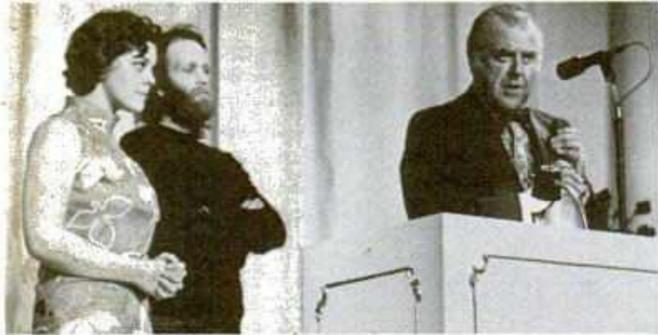
The second Ian Thomas album has just been released and negotiations for world wide release of the product are now being finalized. Thomas won the Juno Award on March 25 as "The Most Promising Male Vocalist of the Year."



TELDEC has signed a deal to distribute U.K. company Gull Records in Germany. Gull has among its roster Isotope and Seventh Wave. Pictured are managing director Dever Everitt, and representatives of Gull and Teldec with Teldec director Kurt Richter, right.

ANNE MURRAY JUNO FEMALE VOCALIST
OF THE YEAR, for the fourth consecutive year, has just
released another winner from her prize Capitol album
"Love Song." It's called "YOU WON'T SEE ME."  U.S. 3776 / ST 11266
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Canadian Juno Award Winners

1. Winners All! (from left) Skip Prokop, leader of Lighthouse, who won the Juno as the Canadian Group of year; Shirley Eikhard, Canadian Country Vocalist (Female) of Year; Murray McLauchlan, Canadian Composer of Year, for Canadian Folk Single of Year, and Canadian Country Single of Year, and Anne Murray, Canadian Female Vocalist of the Year.

2. Terry Jacks accepts one of three awards he picked up that night. He won as Canadian Male Vocalist of the Year; Canadian Contemporary Single of the Year, "Seasons in the Sun"; and Canadian Pop Music Single (MOR) of the Year. Burton Cummings of the Guess Who and Cathy Young, who received a Juno as Canada's Most Promising Female Vocalist, present award.

3. Polydor's national promotion director Alan Katz accepts the first of two awards for Bachman-Turner Overdrive, who won award as Canada's Most Promising Group of Year. Their first album won the award as the Canadian Contemporary Album of Year. Dave Beckett, of Gary and Dave, is in photo, too.

4. TELEVISION talk show host, Elwood Glover, accepts one of two awards presented to Stompin' Tom Connors. Connors was voted Canadian Country Vocalist (Male) of the Year and his album "To it and at it" was declared the Canadian Country Album of the Year. Shirley Eikhard, Canadian Country Vocalist (Female) of the Year, and Valdy, Canadian Folk Singer of the Year, watch.

5. Larry Green, marketing manager of WEA Music of Canada, accepts company's award as Top Canadian Record Company of the Year (Manufacturer and Distributor). Keith Hampshire and Susan Jacks look on.

6. Murray McLauchlan accepts one of his three awards. The Mercey Brothers, who picked up an award as Canadian Country Group of the Year, are in background.

7. Gordon Lightfoot, who could not attend the Juno Awards presentation because he was finishing a week-long engagement at Massey Hall in Toronto, had his album "Old Dan's Records" voted the Canadian Folk Album of the Year. This represents the ninth award presented to Lightfoot in the Junos and Gold Leaf Awards 10-year history.

8. Arnold Gosewich, president of Capitol Records-EMI of Canada Ltd., presents Mrs. Wald (aka Ms. America or Helen Reddy) with an RPM gold leaf award for exceptional Canadian sales of her album "Long Hard Climb." Husband-manager Jeff Wald (star of Ms. Reddy's new Capitol album, "Love Song for Jeffrey") looks on.

9. Ian Thomas accepts Juno as Canada's Most Promising Male Vocalist. Cliff Edwards, formerly of the Bells, and Ginette Reno share in festivities.

10. Walt Grealis, editor and publisher of RPM, the Canadian Music trade weekly and producer of the Juno Awards.

11. & 12. Peter Beauchamp, former national promotion manager who now heads a&r and talent development for A&M, and Doug Chappell, national promotion manager for A&M, accept the award for Canadian Promotional Company of the Year, for the rest of the promotion staff.

13. Anne Murray, holding her award, poses with record retailer, Sam Sniderman and his wife, Eleanor, after the Juno presentations.

14. Country singer Diane Leigh and three-time Juno Award winner Murray McLauchlan present GRT of Canada president Ross Reynolds with the Juno award for the Canadian Content Record Company of the Year.

15. Alexandre Zelkine, first recipient of the McGowan Award named after the late Douglas McGowan, former chief of programming for the Canadian Radio and Television Commission, makes acceptance speech. The award is presented "... for the most significant contribution to multiculturalism in music." Zelkine was considered for the work on his United Artists album "Pessimiste." Mrs. Bette-Ann McGowan, center, watches.

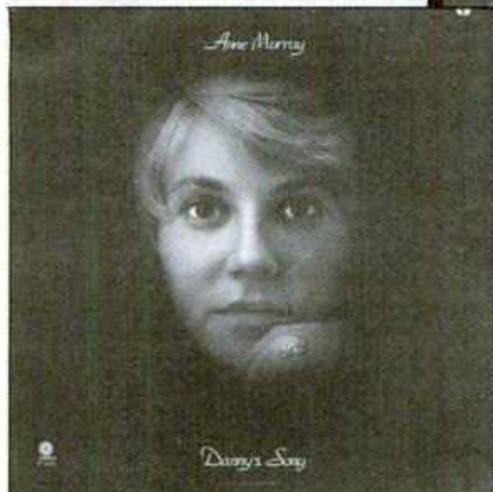


Capitol

THANKS FOR THE SUPPORT



DANNY'S SONG
ST 6393



LOVE SONG
ST 6409



ANNE MURRAY

CANADIAN FEMALE VOCALIST OF THE YEAR

DANNY'S SONG

CANADIAN POP MUSIC ALBUM (M.O.R.) OF THE YEAR

SHIRLEY EIKHARD

CANADIAN COUNTRY VOCALIST (FEMALE) OF THE YEAR

Manufactured and Distributed by

CAPITOL RECORDS—EMI of CANADA Limited

1974 Juno Awards

Previous Juno—Gold Leaf Winners From 1964 to '72

1964

Terry Black, Male Vocalist; Shirley Matthews, Female Vocalist; Jack London, Most Promising Male Vocalist; Lynda Lane, Most Promising Female Vocalist; Esquires, Vocal Instrumental Group; Girlfriends, Female Vocal Group; Wes Dakus, Instrumental Group; Courriers, Folk Group; Gary Buck, Country Male Singer; Pat Hervey, Country Female Singer; Johnny Murphy, Industry Man of the Year; Capitol Records (Canada) Ltd., Record Company; Capitol Records (Canada) Ltd., Canadian Content Record Company; Paul White, National Record Promotion Man; Ed Lawson, Regional Promotion Man; "That Girl," Phyllis Marshall, Good Music Product LP.

1965

Bobby Curtola, Male Vocalist; Catherine McKinnon, Female Vocalist; Barry Allen, Most Promising Male Vocalist; Debbie Lori Kaye, Most Promising Female Vocalist; Wes Dakus, Instrumental Group; The Guess Who, Vocal Instrumental Group; The Girlfriends, Female Vocal Group; Malka & Joso, Folk Group; Gordon Lightfoot, Folk Singer; "My Girl Sloopy," Little Caesar and the Consuls, Best Produced Single; "Voice of an Angel," Catherine McKinnon, Best Produced Good Music Product LP; Paul White, National Promotion Man; Charlie Camilleri, Regional Promotion Man; Capitol Records (Canada) Ltd., Canadian Content Company; Capitol Records (Canada) Ltd., Record Company; Gary Buck, Country Singer (Male); Diane Leigh, Country Singer Female; Angus Walker, Most Promising Country Singer Male; Sharon

Strong, Most Promising Country Singer Female; Rhythm Pals, Country Instrumental Vocal Group; Roy Penney, Country Instrumentalist; Al Fisher, Country Radio Personality; CFGM, Country Station; Chuck Benson, Canadian Disc Jockey.

1966

Barry Allen, Male Vocalist; Catherine McKinnon, Female Vocalist; Jimmy Dybold, Most Promising Male Vocalist; Lynda Lane, Most Promising Female Vocalist; Wes Dakus, Instrumental Group; Staccatos, Vocal Instrumental; Allan Sisters, Female Vocal Group; 3's A Crowd, Folk Group; Gordon Lightfoot, Folk Singer; "Let's Run Away," Staccatos; Paul White, National Promotion Man; Al Nair, Regional Promotion Man; Red Leaf Records, Canadian Content Company; Capitol Records (Canada) Ltd., Record Company; Gary Buck, Country Singer Male; Diane Leigh, Country Singer Female; Johnny Burke, Most Promising Country Singer Male; Debbie Lori Kaye, Most Promising Country Singer Female; Mercey Brothers, Country Instrumental Vocal Group; Roy Penney, Country Instrumentalist; Ted Daigle, Country Radio Personality; CFGM, Country Radio Station; Stan Klees, Canadian Music Industry Man of the Year.

1967

The Guess Who, Vocal Instrumental

Group; Gordon Lightfoot, Male Vocalist; Debbie Lori Kaye; Female Vocalist; Tom Northcott, Most Promising Male Vocalist; Colleen Peterson, Most Promising Female Vocalist; 3's A Crowd, Folk Group; Leonard Cohen, Folk Singer; "Half Past Midnight," Staccatos, Best Produced Single; "Mod Is The," British Modbeats, Best Produced Pop Album; "Canada," Young Canada Singers, Best Produced Good Music Product LP; Tommy Hunter, Country Male Singer; Diane Leigh, Country Female Singer; Odie Workman, Most Promising Country Male Singer; Lynn Jones, Most Promising Country Female Singer; Rhythm Pals, Country Group; "Whirlpool," Bambi Lynn, Best Produced Country Single; Paul White, National Promotion Man; Ed Preston, Regional Promotion Man; RCA Ltd., Record Company; "Tommy Hunter Show," CBC, Country TV Show; "Let's Go," Pop TV Show.

1968

Andy Kim, Male Vocalist; Debbie Lori Kaye, Female Vocalist; The Guess Who, Vocal Instrumental Group; Irish Rovers, Folk Group; Gordon Lightfoot, Folk Singer; "These Eyes," The Guess Who, Best Produced Single; "Boss Brass," Best Produced Good Music Album; Al Mair, National Promotion Man; Ed Preston, Regional Promotion Man; Quality Records Ltd., Canadian Content Company; Quality Records

Ltd., Record Company; Tommy Hunter, Country Male Singer; Diane Leigh, Country Female Singer; Rhythm Pals, Country Instrumental Vocal Group; Bob McAdorey, Country Radio Personality.

1969

Andy Kim, Male Vocalist; Ginette Reno, Female Vocalist; The Guess Who, Vocal Instrumental Group; Gordon Lightfoot, Folk Singer; Tommy Hunter, Country Singer Male; Diane Leigh, Country Singer Female; Mercey Brothers, Country Group; "Which Way You Goin Billy?," Poppy Family, Best Produced Single; "Which Way You Going Billy?," Best Produced MOR Album; Quality Records Limited, Canadian Content Company; Capitol Records (Canada) Ltd., Record Company In Promotion; RCA Ltd., Record Company; CKLG, Special RPM Radio Award; Saul Holiff, Canadian Music Industry Man of the Year.

1970

Anne Murray, Female Vocalist; Gordon Lightfoot, Male Vocalist; The Guess Who, Vocal Instrumental Group; Bruce Cockburn, Folk Singer; Stompin Tom Connors, Country Singer Male; Myrna Lorie, Country Singer Female; Mercey Brothers, Country Instrumental Vocal Group; "Snowbird," Gene Mac Lellan, Composer of the Year;

"Snowbird," Anne Murray, Best Produced Single; "Honey, Wheat & Laughter," Anne Murray, Best Produced MOR Album; Quality Records Limited, Canadian Content Company; Capitol Records (Canada) Ltd., Record Company in Promotion; Standard Broadcasting—Canadian Talent Library, Special Award Canadian Broadcaster of the Year; Dave Bist, Canadian Journalist of the Year; Pierre Juneau, Music Industry Man of the Year.

1971

Anne Murray, Female Vocalist; Ginette Reno, Outstanding Performance of the Year; Gordon Lightfoot, Male Vocalist; Joey Gregorash, Outstanding Performance of the Year; The Stampeders, Vocal Instrumental Group; Lighthouse, Outstanding Performance; Bruce Cockburn, Folk Singer; Stompin Tom Connors, Male Country Singer; Myrna Lorie, Female Country Singer; The Mercey Brothers, Country Group; "Sweet City Woman," the Stampeders, Best Produced Single; "Talk It Over In The Morning," Anne Murray, Best Produced MOR Album; Grt of Canada Ltd., Canadian Content Company of the Year; Kinney Music of Canada Ltd., Promotion Company of the Year; Kinney Music of Canada Ltd., Record Company of the Year; Rich Dodson, Composer of the Year; CHUM Ltd., Canadian Broadcaster of the Year; Ritchie Yorke, Canadian Journalist; George Hamilton IV, Contribution to the Canadian Music Scene.

1972

Anne Murray, Female Vocalist; Ginette Reno, Outstanding Performance; Gordon Lightfoot, Male Vo-

(Continued on page 48)

APRIL 27, 1974, BILLBOARD

GROUP OF THE YEAR LIGHTHOUSE

MOST PROMISING MALE VOCALIST OF THE YEAR IAN THOMAS

MOST PROMISING FEMALE VOCALIST OF THE YEAR CATHY YOUNG

CANADIAN CONTENT COMPANY OF THE YEAR

A RECORD YEAR FOR

We are proud of the 4 Juno Awards that GRT and it's Canadian artists won this year. Our year ending in March was by far our best ever.



Special thanks to our U.S. licensors, particularly Russ Regan at 20th Century.

GRT OF CANADA LTD.
150 CONSUMERS ROAD
WILLOWDALE, ONTARIO
CANADA



Billboard Hits of the World

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BRITAIN

(Courtesy: Music Week)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SEASONS IN THE SUN	Terry Jacks (Bell)
2	8	THE CAT CREPT IN	Mud (RAK)
3	4	EVERYDAY	Slade (Polydor)
4	5	ANGEL FACE	Glitter Band (Bell)
5	7	YOU ARE EVERYTHING	Diana Ross & Marvin Gaye (Tamla Motown)
6	6	EMMA	Hot Chocolate (RAK)
7	3	REMEMBER ME THIS WAY	Gary Glitter (Bell)
8	20	REMEMBER YOU'RE A WOMBLE	Wombles (CBS)
9	14	DOCTOR'S ORDERS	Sunny (CBS)
10	2	BILLY, DON'T BE A HERO	Paper Lace (Bus Stop)
11	22	HOMELY GIRL	Chi-Lites (Brunswick)
12	17	ROCK AROUND THE CLOCK	Bill Haley & the Comets (MCA)
13	15	I'M GONNA KNOCK ON YOUR DOOR	Jimmy Osmond (MGM)
14	10	SEVEN SEAS OF LOVE	Queen (EMI)
15	23	A WALKIN' MIRACLE	Limmie & The Family Cooking (Avco)
16	9	THE MOST BEAUTIFUL GIRL	Charlie Rich (CBS)

17	—	WATERLOO	Abba (Epic)
18	18	GOLDEN AGE OF ROCK & ROLL	Mott the Hoople (CBS)
19	11	LONG LIVE LOVE	Olivia Newton-John (Pye)
20	12	I GET A LITTLE SENTIMENTAL OVER YOU	New Seekers (Polydor)
21	29	I KNOW WHAT I LIKE	Genesis (Charisma)
22	13	JAMBALAYA/MR. GUDER	Carpenters (A&M)
23	26	WOMBLING SONG	Wombles (CBS)
24	24	THE AIR THAT I BREATHE	Hollies (Polydor)
25	36	LONG LEGGED WOMAN DRESSED IN BLACK	Mungo Jerry (Dawn)
26	16	SCHOOL LOVE	Barry Blue (Bell)
27	35	THE ENTERTAINER	Marvin Hamlisch (MCA)
28	—	ROCK & ROLL SUICIDE	David Bowie (RCA)
29	25	YOU'RE SIXTEEN	Ringo Starr (Apple)
30	50	BEHIND CLOSED DOORS	Charlie Rich (Epic)
31	40	HE'S MISSTRA KNOW-IT-ALL	Stevie Wonder (Tamla Motown)
32	28	IT'S YOU	Freddie Star (London Tree)
33	39	YEAR OF DECISION	Three Degrees (Philadelphia)
34	32	THE WAY WE WERE	Barbra Streisand (CBS)
35	31	THE STING	Ragtimers (Pye)

36	27	JET	Paul McCartney & Wings (Apple)
37	43	SATISFACTION GUARANTEED	Harold Melvin & the Blue Notes (Philadelphia)
38	—	DON'T STAY AWAY TOO LONG	Peters & Lee (Philips)
39	19	CANDLE IN THE WIND	Elton John (DJM)
40	34	LISTEN TO THE MUSIC	Doobie Bros. (Warner Bros.)
41	47	I'LL ALWAYS LOVE MY MAMA	Intruders (Philadelphia)
42	21	EVERLASTING LOVE	Robert Knight (Monument)
43	30	MA-MA-MA-BELLE	Electric Light Orchestra (Warner Bros.)
44	38	MA HE'S MAKING EYES AT ME	Lena Zavaroni (Philips)
45	37	JEALOUS MIND	Alvin Stardust (Magnet)
46	—	I CAN'T STOP	Osmonds (MCA)
47	49	SO IN LOVE WITH YOU	Freddie Breck (Decca)
48	33	REMEMBER	Bay City Rollers (Bell)
49	45	DEVIL GATE DRIVE	Suzi Quatro (RAK)
50	—	I CAN'T STAND THE RAIN	Ann Peebles (London)

BELGIUM

(Courtesy Of HUMO)

This Week	Title	Artist
1	TIGER FEET	Mud (EMI)
2	IN THE STILL OF THE NIGHT	Jack Jersey (Supreme)
3	WATERLOO	Abba (Vogue)
4	IS EVERYBODY HAPPY?	Jackpot (BASF)

5	SEASONS IN THE SUN	Terry Jacks (Bell)
6	NU STA IK DAAR	Will Tura (Topkapi)
7	WHEN WILL I SEE YOU AGAIN	Three Degrees (PIR)
8	DYNAMITE	Mud (EMI)
9	IK ZIE ERN STER	Mouth & McNeal (Decca)
10	JEALOUS MIND	Alvin Stardust (Ariola)

FRANCE

(Courtesy Centre D'Information et de Documentation du Disque)

*Denotes local origin

This Week	Title	Artist
1	TITI A LA NEIGE	Titi (Warner)
2	SI JE TE DEMANDE	Frederic Francois (Vogue)
3	PRENDS MA VIE	Johnny Hallyday (Philips)
4	BAY BAY 26.38	C. Jerome (Disc'AZ)
5	SHA LA LA	Claude Francois (Fleche)
6	LADY LAY	Pierre Groscolas (Trema)
7	LES VILLES DE SOLITUDE	Michel Sardou (Trema)
8	LE COUPLE	Sheila (Carrere)
9	VIENS CE SOIR	Mike Brant (CBS)
10	SERENADE	Christian Vidal (Vogue)
11	REDEVIENS VIRGINIE	Jean-Jacques Debout (RCA)
12	GIGI/18 ANS	Dalida (Sonopresse)
13	ET MAINTENANT SI L'ON DANSAIT	Stone/Charden (Ami)
14	TENTATION	Ringo (Carrere)
15	QUE C'EST CELUI LA?	Pierre Vasiliu (Barclay)

LPs

This Week	Title	Artist
1	CHEZ MOI	Serge Lama (Phonogram)
2	LA MALADIE D'AMOUR	Michel Sardou (Trema)
3	MY ONLY FASCINATION	Demis Roussos (Phonogram)
4	MOURIR POUR UNE NUIT	Maxime Le Forestier (Polydor)
5	MICHEL FUGAIN & THE BIG BAZAR NO. 2	(CBS)

6	JE SUIS MALADE	Serge Lama (Phonogram)
7	QUELQUE CHOSE ET MOI	Gerard Lenorman (CBS)
8	LOCOMOTIVE D'OR	Claude Nougaro (Phonogram)
9	LE CIEL EST NOIR	Nana Mouskouri (Fontana)
10	FOREVER AND EVER	Demis Roussos (Phonogram)

JAPAN

(Courtesy Music Labo, Inc.)

*Denotes local origin

This Week	Title	Artist
1	NAMIDA NO MISAO	Tonosama Kings (Victor)
2	GAKUEN TENGOKU	Finger 5 (Philips)
3	HANA TO MITSUBACHI	Hiromi Goh (CBS/Sony)
4	HAHA NI SASAGERU BALLAD	Kaientai (Elec)
5	KOI WA JAMAMONO	Kenji Sawada (Polydor)
6	HOSHI NI NEGAI O	Agnes Chan (Warner)
7	BARA NO KUSARI	Hideki Saijo (RCA)
8	ANATA	Akiko Kosaka (Elektra)
9	ERIMOMISAKI	Shinichi Mori (Victor)
10	KUCHINASHI NO HANA	Tetsuya Watari (Polydor)
11	SANSHOKU SUMIRE	Junko Sakurada (Victor)
12	BARA NO KAGERI	Saori Minami (CBS/Sony)
13	USO	Kiyoshi Nakajo (Canyon)
14	SHIAWASE NO ICHIBANBOSHI	Kiyoko Asada (Epic)
15	YAMIYO NO KUNIKARA	Yosui Inoue (Polydor)
16	HANA NO YOUNI HISOYAKANI	Rumiko Koyanagi (Reprise)
17	ENTER THE DRAGON	Sound Track (Warner Bros.)
18	TSUMIKI NO HEYA	Akira Fuse (King)
19	WAKARE NO KANENONE	Hiroshi Itsuki (Minorophone)
20	HARUKAZE NO ITAZURA	Momoe Yamaguchi (CBS/Sony)

—1974—

VALDY

FOLK SINGER OF THE YEAR

A&M RECORDS OF CANADA

Promotion Company of The Year

Thank you from all of us at A & M

1974 Juno Awards

Juno: A Look Back & Ahead

By MARTIN MELHUISH

It was six years ago in a warehouse of the Thorncliffe Park district of Toronto with 30 people in attendance that the first Juno Awards were presented to the cream of the crop of Canada's recording artists and industry personnel. Previously, the awards had been known as the RPM Gold Leaf Awards. But in 1969, Walt Grealis, the editor and publisher of RPM, Canada's trade weekly was charged with the responsibility of presenting the awards each year. They were established by RPM in 1964 and it was decided that it was time to put a handle to the pot, so to speak, and give the wood pyramid trophies some sort of nickname.

A contest was set up to elicit suggestions from RPM's readers. When the responses were sifted, the name that seemed to catch everyone's fancy was "Juno." The fact that the name sonorously alluded to the cognomen of the chairman of the Canadian Radio and Television Commission, Pierre Juneau, was an added bonus and it was unanimously resolved from that day forth the Junos would join the ranks of the Oscars, Grammy, etc., as one of the most sought-after trophies in the entertainment world.

As with most awards, the Junos

had its humble beginnings and certainly its share of criticism through its years of growth.

The first announcement of the establishment of an awards program in Canada appeared in the May 18, 1964 issue of RPM:

"We would like to remind you again of the First Annual RPM Awards which will take place the latter part of December 1964. There will be seven awards as follows: (1) Canadian Record Artist of the Year; (2) Canadian Content Single of the Year; (3) Canadian Contest LP of the Year; (4) Canadian Radio Personality of the Year; (5) Canadian Radio Station of the Year; (6) Canadian Man of the Year—awarded to the individual or radio station that has done the most to promote Canadian talent. The subscribers of RPM will each be asked to vote on these categories and the votes will be tabulated by a neutral body and the presentations of these awards will be made Dec. 31. We hope in the few months we have left there will be an increased interest by radio stations

and record companies to put out more great Canadian records and program these records and perhaps by the time the end of the year rolls around we will be enjoying the present Canadian content we deserve."

As it turned out, the idea of just seven categories was scrapped and with the growth of the industry as it was new categories were set up and the whole basis of the award expanded (see past Juno Award winners).

System Set Up

In 1968, RPM set up a system by which record manufacturers in Canada could certify their sales. When a company reached the required sales figures of a single or an album to qualify it as a "million seller" in this country, it was allowed to buy a Gold Leaf Award which certified that sales achievement. The money was put into a trust fund set up to finance the annual award's dinner and presentation.

Explains Stan Klees, the special projects coordinator for RPM, "It

got to the point that the money in the trust fund each year was never sufficient to cover a decent function. We just didn't want to run an event with only 200 people present. That is the reason that we put a \$12.50 admission on the Juno Awards event this year, so that we could defray some of the tremendous costs that go into running this show. The people at the Inn on the Park thought we were crazy this year when we made it an open bar to approximately 1,500 people. The point is, we are not interested in making money on these awards but rather we want to make this the one gala event of the year in the Canadian music industry."

Boom Eyed In Sound-Alikes

• Continued from page 1

new "cover" companies have leaped in to fill the market void, these observers suggest.

In a curious twist, some of the new sound-alikes ape pirated units in

presentation, although entirely legal in that they are newly recorded versions of hit packages. The apparent theory here is that buyers, attracted to pirated product in the past as bargain transfers of original hits, are led to believe that the new sets are also bootleg originals.

"They attempt to create an aura of being illicit," says Berman. "Some people are drawn to them just as they would be to a hawk selling 'Swiss' watches on a street corner."

All license requests submitted to publishers or their representatives must list performing artists and tunes to be recorded. If this information appears legitimate and later audition of the albums raises no suspicion of piracy, mechanical licenses continue to be issued to the manufacturer by the Harry Fox Agency.

It's up to the individual publisher affiliate to instruct the agency whether it should accept royalty payments from unlicensed duplicators, Berman notes.

The American Mechanical Rights Assn., on the other hand, accepts all payments submitted, even if the source is a suspected pirate. Rosalie Miller, executive director of AMRA, a much smaller collection facility than the Fox agency, says that the money would otherwise irretrievably be lost.

The pirates are in and out of business so fast that policing, followup audits and court actions are impractical, she adds.

Miss Miller does report, however, that payments from suspect duplicators have dropped drastically. Based on AMRA experience, she estimates that piracy activity has diminished by some two-thirds over the past year.

(Continued on page 49)

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Previous Juno Award Winners

• Continued from page 46

alist; Bob McBride, Outstanding Performance; Lighthouse, Vocal Instrumental Group; Edward Bear, Outstanding Performance; Bruce Cockburn, Folk Singer; Valdy, Outstanding Performance; Stompin Tom Connors, Male Country Singer; Shirley Eikhard, Female Country Singer; The Mercey Brothers, Country Group of the Year; "Last Song," Edward Bear, Best Produced Single of the Year; "Annie," Anne Murray, Best Produced Middle of the Road Album; Capitol Records (Canada) Ltd., Canadian Content Company of the Year; RCA Ltd., Promotion Company; WEA Music of Canada Ltd., Record Company; Gordon Lightfoot, Composer of the Year; VOXM, Canadian Broadcaster of the Year; Peter Goddard, Canadian Journalist; David Clayton-Thomas, Special Award Contributing to Canadian Music Scene.

APRIL 27, 1974, BILLBOARD

FOR
5
YEARS
No. 1



THE MERCEY BROTHERS
Country Group of the Year

3
BIG
REASONS!



PCS-1304



LSP-4799



KPL1-0006

RCA

1974 Juno Awards

From the Music Capitals of the World

Juno: A Look Back & Ahead

• Continued from page 48

• Continued from page 42

Laurent, Edith Butler and Jesse Winchester. ... Tom Kelly's new single for Much Records is "I Can Show You The Morning." ... Tony Kingston's new single on Sweet Plum is "People's Choice" written by Ralph Murphy.

MARTIN MELHUISE

LONDON

NEMS has withdrawn as agents for the ambitious week-long Jazzman '74 festival, planned to take place in the Isle of Man from May 18-24. Tony Barrow Int'l, which had been hired to handle press and publicity, has also informed the organizers that it no longer wishes to be associated with the project.

It is understood that the dis-

engagement of the two London companies is based on the failure of the organizers to exchange contracts with the four American bands which are billed to appear—Duke Ellington, Woody Herman, Buddy Rich and Stan Kenton.

"We were ready to spend a \$30,000 budget on advertising and promotion, but this campaign cannot start until contracts have been signed," commented Barrow.

A spokesman for Jazzman '74 told Music Week: "The decision has been taken to postpone the festival until a later date. Nems and Tony Barrow will be asked to renew their services and early indications are that they will be coming back in."

Walt Disney and Pye Records have added a third chapter to their

(Continued on page 50)

Artist; Best Selling Album by an International Artist; and a Special Award for Outstanding Contribution to the Canadian Recording Industry.

Submit Choices

The awards, which were to be based on the highest sales achievement in each category, were to be determined by each company submitting their choices directly to Touche Ross & Co., chartered accountants, who would have tabulated the results and carried out an independent audit.

It was proposed that the remaining categories would be voted on by a national jury comprised of music broadcasters and a selected list of popular music critics and journalists.

At the time of the announcement, Arnold Gosewich stated that the new awards were being set up to create a more viable star system for Canada which would create a heightened public awareness of "the exciting talent being developed in this country."

"The annual Maple Music Awards," continues Gosewich, "will provide a glamorous showcase for this talent and become a major vehicle for focusing attention on Canadian artists not only domestically but in international markets."

It was certainly a sound basis for an awards program except for the fact that the idea of the awards being turned into a one-hour prime-time television special was not palatable to most of the major artists in Canada whose attitude was, "who needs

it?" Most of the artists who would be involved in the awards had been offered to star in their own TV specials in the past so really appearing on a show as just one of a number of acts did not hold any excitement for them. Besides, many asked, what does the CRIA want to accomplish that is so different from RPM's goals." The point was emphasized more emphatically when it was announced that many of the stars including Anne Murray, the Guess Who and many others would boycott any attempt by the CRIA to set up an awards presentation in competition with the Junos.

Within two weeks the CRIA reconsidered and decided to defer plans for the Maple Music Awards to work in conjunction with the Juno Awards toward the development of a new broad-based awards system in Canada.

At the time of the deferment Gosewich indicated that much of the conflicting ideas for the award presentation was the result of a "misunderstanding" and that the CRIA intended to extend its wholehearted support to the Junos.

At that time Grealis tentatively agreed to the CRIA's plans. "We have agreed to the principle of moving the awards into television in 1975 and to include in the awards a number of categories based on sales," says Grealis.

This is how the situation stands at the moment and recently members of the various associations including the CRIA, the newly formed Canadian Personal Managers Association, the Canadian Agents Association and a number of other

interested participants met to discuss the set up of next year's awards presentation. It was only a preliminary meeting and it was agreed that more discussion was going to be needed before final plans are made.

Most Successful

This year's Juno Awards presentation was the most successful in its 10-year history (Billboard, April 13) but most people were disappointed by the apparent lack of organization.

There were extenuating circumstances. The Musician's Union threatened to boycott the awards and pull their musicians out of the show because they learned that Grealis wanted to tape the program.

"I wanted to keep a record of the proceedings for my own use, Grealis, "but apparently they thought I was going to use it commercially. The ensuing conflict sidetracked the organization of the awards on the day of the show by about four hours and led to the confusion among many of the presenters who had not been briefed on some of the procedures they were to follow.

What is Grealis' stand now on the Junos going onto television next year?

"I still have to be convinced that TV will be good for the awards. The Juno Awards can motivate stars but can't build them; in fact, if we presented many of the stars as they appeared at this year's awards show, it might have destroyed them. I also don't believe that the television networks in Canada could handle a project such as this properly.

"An area that I was not pleased (Continued on page 50)

Ga. Blocks Piracy Bill

• Continued from page 1

certain provisions and would not compromise with opponents of the measure.

The Sooner bill provides for a \$2,000 fine for first manufacturing violation, deemed a misdemeanor, and up to \$25,000 and a two-year jail sentence for second offense, considered a felony.

Selling illegal tape would bring fines up to \$4,000 for the misdemeanor. The Oklahoma legislature could reconsider a piracy law again in January

Failure to pass both sections of the legislature this session means the bill starts out all over again in committee if it is reintroduced.

The Georgia proposal passed the state house with only one dissenting vote, but never got out of committee for possible consideration by the senate.

The State fight for the bill was headed by Art Godwin, Godwin Distributing, Atlanta; Jim Salle, Salle's Record Shop, Buckhead; and Vito Blando, a local RCA representative.



1971

1972

1973

FOR THREE CONSECUTIVE YEARS
Wea MUSIC OF CANADA, LTD.
HAS BEEN HONOURED
WITH THE JUNO AWARD
FOR THE CANADIAN TOP
RECORD COMPANY OF
THE YEAR

..... WHAT MORE CAN
WE SAY, EXCEPT

..... THANK YOU

APRIL 27, 1974, BILLBOARD

From the Music Capitals of the World

• Continued from page 49

on-off love affair, and a three-year licensing deal for the U.K. and Eire takes effect from May 1. The two companies first got together in a licensing deal in 1956 which lasted three years. In 1966 Disney came back to Pye under a distribution arrangement which continued until 1969 when Disney switched to CBS.

Under the new deal, Pye takes over all existing Disneyland and Buena Vista product which will be available on record through Pye and on tape through Precision, with new releases following in August. ... A Private Members Bill recommending sweeping changes in public lending rights on records, tapes and books is expected to be introduced in the House of Lords soon. There is increasing agitation among authors, record companies and songwriters over the substantial royalties they feel they are losing through records and books being hired out through libraries. ... **David Bowie** is now in New York preparing for what his management, Mainman, describe as "an extensive series of theatrical presentations," in collaboration with **Jules Fisher**, the lighting designer behind Hair, Pippin and other Broadway presentations.

Promoter **Arthur Howes** is faced with returning advance bookings worth \$60,000 for a 12-date tour by the **Detroit Spinners**, cancelled just two days before it was due to start, because, say the band, singer **Phil Wynn** has heart trouble and has been told by the doctor he must not

work for eight weeks. Howes is still involved in discussions with venues regarding the cost of cancellation. The Spinners have undertaken to make the U.K. tour later in the year. ... A new company, Kirshner-Warner Brother Music has been formed to administer the **Don Kirshner** catalog in the U.K. The company is owned jointly by Warner Bros. and Kirshner Entertainment. ... Canadian Club has launched a nationwide search for a big-name disk jockey and has been holding competitions in 18 major towns throughout England and Wales. ... There has been a poor response to the Sun newspaper's special offer on the **Bill Haley** album recorded live at the Hammersmith Odeon. **Dave Dee**, head of the new Atlantic label, Antic, has announced that his label has acquired the worldwide rights to the album, which will be released commercially when the Sun's agreement expires in May. ... **Eric Clapton** was looking fit and well at an RSO reception to announce his return to work—an album to be recorded in the U.S.

Windmill Records is to co-sponsor this year's Miss Great Britain beauty contest and will offer a recording contract to the winner—regardless of whether she can sing a note. Managing director **Ian Miles** said: "There will be a record based on the winner, possibly a single and then an LP. If the girl turns out to have no musical talent, then we shall compile a Miss Great Britain's choice, for which she will get a royalty." ... Granada TV unveiled Warner Brothers' artist

George Melly's chat show on April 21 in eight regions—excluding London. ... **Del Shannon** will be touring the U.K. once again this month. ... and a tour by **David Cassidy** in May, promoted by Mel Bush, has finally been confirmed. He will play London's White City, Glasgow's Shwafeld Stadium and a special concert to celebrate Manchester City soccer club's 50th anniversary.

Olivia Newton-John, recent Grammy winner, has signed a three-year contract with EMI. Formerly with Pye, her future records will be on the EMI label for the world excluding the U.S., where she is with MCA, and Australia where she is with Festival. ... **Rod McKuen**, who wrote the English lyrics to the **Terry Jacks'** hit "Season in the Sun," is to give a Royal Albert Hall concert on May 31.

Richard Thompson, ex-Fairport Convention guitarist, has formed a band, **Sour Grapes**, which goes on the road for the first time this month, when they will support Traffic. ... **Darryl Way's Wolf** is among acts signed to the new DJM agency which is being run by **Dave Winslett** and **Richard Griffiths**. The agency also handles **Desmond Dekker**, **Hookfoot**, and **Phillip Goodhand-Tait** among others. ... Ember chief **Leslie Lewis** is making a worldwide tour to co-ordinate production affiliations for U.K. and U.S. companies and is seeking licensees for the recently launched Paramount-Ember label. ... Manager **Eddie Kalish** is negotiating a comeback recording contract for **Helen Sha-**

piro, now featuring a blues-oriented club act. ... and the next **Paper Lace** single after the U.K. No. 1, "Billy Don't Be a Hero" is another **Mitch Murray-Peter Callander** composition called, "The Night Chicago Died." **MARTIN THORPE**

MILAN

Sugarmusic has formed a German subsidiary, Sugarmusic Verlag, with offices at Mainz. General manager of the new office is 29-year-old **Elio Gariboldi**, a former house producer for CBS/Sugar, while his assistant has been named as **Wolfgang Neuman**. Administration and sheet-music distribution has been assigned to Schottmusic Verlag, which is also based at Mainz. ... Neither Walt Disney Productions nor King Universal of Naples have renewed distribution agreements with Fonit/Cetra—both companies are negotiating with other firms. ... Carosello-Cemed, which recently acquired Italian rights to the German Ariola and British Penny Farthing labels, and which was also formerly distributed by Fonit/Cetra, has just signed a new distribution deal with Dischi

Ricordi. ... Veteran singer **Nilla Pizzi**, winner of the first San Remo festival 24 years ago, has just signed a new recording deal with Ariston. ... Saxophonist **Gianni Bedori**, also known as **Johnny Sax**, has switched from PDU to Produttori Associati. ... Naples-based Black Beautiful Butterfly Records and Mizar Records have merged to form new Start Records label.

Group 1 Tritons, who recently topped the charts in Italy, France and Belgium with their single, "Satisfaction," have split-up. One member of the group is staying with Fonit/Cetra, three others have signed recording deals with Phonogram, while the fourth member of the group has signed with Magma/Ricordi. ... The Rome-based Cam label has released three albums devoted to the work of composer **Nino Rota**, the internationally-known film score writer whose soundtracks have included "The Godfather". ... Three new Italian labels were recently launched—Boom and Titania, which are to be Durium, and Catoca, which is to be distributed by RCA. **GERMANO RUSCITTO**

Juno: A Look Back & Ahead

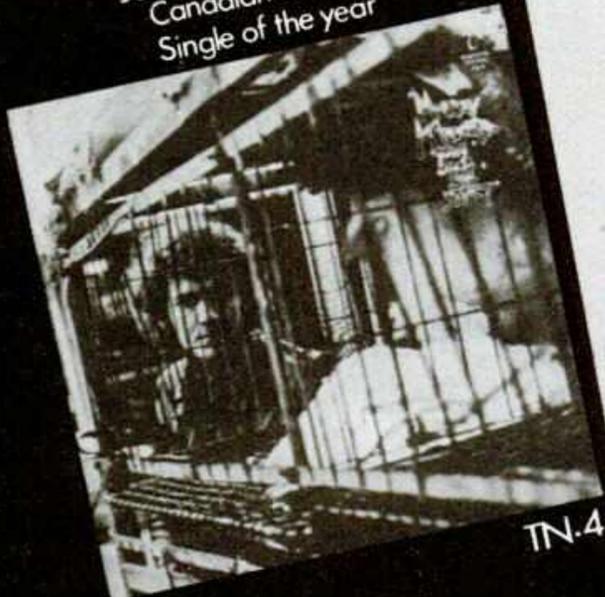
• Continued from page 49

with this year was the record company awards. I am seriously thinking of cutting back on them next year. That category created a lot of bad blood this year because some record executives haven't grown up enough to accept that not everyone can be a winner," says Grealis.

One way or another, 1974 will have to be a year in which members of the industry come to some accord once and for all, as to how the awards will be run. It is generally agreed that it would be to everyone's benefit to present the Juno Awards in one form or another to the public. It appears that the question of ways and means still has to be answered.

THE YEAR OF MURRAY MCLAUCHLAN

JUNO Award Winner
Canadian Country
Single of the year



TN-4

TN-14

Day to Day Dust
Murray McLauchlan



JUNO Award Winner
Canadian Composer
of the Year

JUNO Award Winner
Canadian Folk Single
of the Year

Murray McLauchlan

THE HIT SINGLE
FARMERS
SONG

TN-9

Columbia



Distributed by COLUMBIA RECORDS of CANADA, Ltd.

TRUE NORTH
RECORDS

Canadian Independent
Label of the Year

Congratulations

Juno Award

WINNERS



THE CREDITS: Marshall McLuhan, Judy LaMarsh, Kal Rudman, Dr. Tom Turicchi, Peter Baines and Art Sinclair for C8.....CHIN Radio for their tribute to the late Douglas McGowan.....Gary & Dave, Shirley Eikhard, Valdy, The Allan Sisters, The Mercey Brothers, Donna Moon, Terry Jacks, Lanny Morry, Rich Dodson, Lynn Jones, Bob McBride, Anne Murray, Skip Prokop, Diane Leigh, Murray McLauchlan, Keith Hampshire, Susan Jacks, Ginette Reno, Cliff Edwards, Burton Cummings, Cathy Young, who took over the stage and made the presentations a success.....Udo Schaeffer and the staff of the Inn on the Park.....Hope Garber for the great PR.....George Wilson of CFRB who emceed the Awards.....Sammy Jo, Pete Hunter and Judy Hamburger for their stage work.....Gord Fleming for the musical arrangements.....Doreen Bauer, Betty Rogerson, and Dave Tollington.....Larry LeBlanc, Moe Wortzman, Robert Martin, Ian MacLeod, Jack Batten and Sid Adilman for the press.....CBC's "The Entertainers" for national coverage, CHUM-FM for instant coverage, CFTO-TV's Sue Lumsden.....Steve Lappin and Martin Melhuish of Billboard for the international coverage.....and finally.....Stan Klees who put the three days together and wrote the theme and, for five years, has been the man behind the scenes with the Juno Awards.
You have all helped to put Canadian music on the map.

-Walt Grealis

CANADIAN MALE VOCALIST OF THE YEAR

Terry Jacks

CANADIAN FEMALE VOCALIST OF THE YEAR

Anne Murray

CANADIAN GROUP OF THE YEAR

Lighthouse

CANADIAN FOLK SINGER OF THE YEAR

Valdy

CANADA'S MOST PROMISING MALE VOCALIST OF THE YEAR

Ian Thomas

CANADA'S MOST PROMISING FEMALE VOCALIST OF THE YEAR

Cathy Young

CANADA'S MOST PROMISING GROUP OF THE YEAR

Bachman-Turner Overdrive

CANADA'S MOST PROMISING FOLK SINGER OF THE YEAR

Dave Nicol

CANADIAN COUNTRY VOCALIST (MALE) OF THE YEAR

Stompin' Tom Connors

CANADIAN COUNTRY VOCALIST (FEMALE) OF THE YEAR

Shirley Eikhard

CANADIAN COUNTRY GROUP OF THE YEAR

Mercey Brothers

CANADIAN INDEPENDENT LABEL (RECORD LABEL) OF THE YEAR

True North Records

CANADIAN COMPOSER OF THE YEAR

Farmer's Song
MURRAY McLAUCHLAN

CANADIAN CONTEMPORARY SINGLE (HIT PARADE) OF THE YEAR

Seasons In The Sun
TERRY JACKS

CANADIAN POP MUSIC SINGLE (MOR) OF THE YEAR

Seasons In The Sun
TERRY JACKS

CANADIAN COUNTRY SINGLE OF THE YEAR

Farmer's Song
MURRAY McLAUCHLAN

CANADIAN FOLK SINGLE OF THE YEAR

Farmer's Song
MURRAY McLAUCHLAN

CANADIAN CONTEMPORARY ALBUM (HIT PARADE) OF THE YEAR

Bachman-Turner Overdrive
BACHMAN-TURNER OVERDRIVE

CANADIAN POP MUSIC ALBUM (MOR) OF THE YEAR

Danny's Song
ANNE MURRAY

CANADIAN COUNTRY ALBUM OF THE YEAR

To It And At It
STOMPIN' TOM CONNORS

CANADIAN FOLK ALBUM OF THE YEAR

Old Dan's Records
GORDON LIGHTFOOT

CANADIAN CONTENT RECORD COMPANY OF THE YEAR

GRT Of Canada Ltd.

CANADIAN RECORD COMPANY OF THE YEAR IN PROMOTIONAL ACTIVITIES

A&M Records Of Canada Ltd.

CANADIAN TOP RECORD COMPANY OF THE YEAR (MANUFACTURER AND DISTRIBUTOR)

WEA Music of Canada, Ltd.

Recording Industry Association of America seal of certification as million seller (See indicated by bullet.)

STAR PERFORMER: Star designates record showing greatest upward movement compared to previous week's position.

RIKKI DON'T LOSE THAT NUMBER—Steely Dan (ABC 11439) SON OF SAGITTARIUS—Eddie Kendricks, Tamia 54247 SEE TOP SINGLE PICKS REVIEWS, page 55

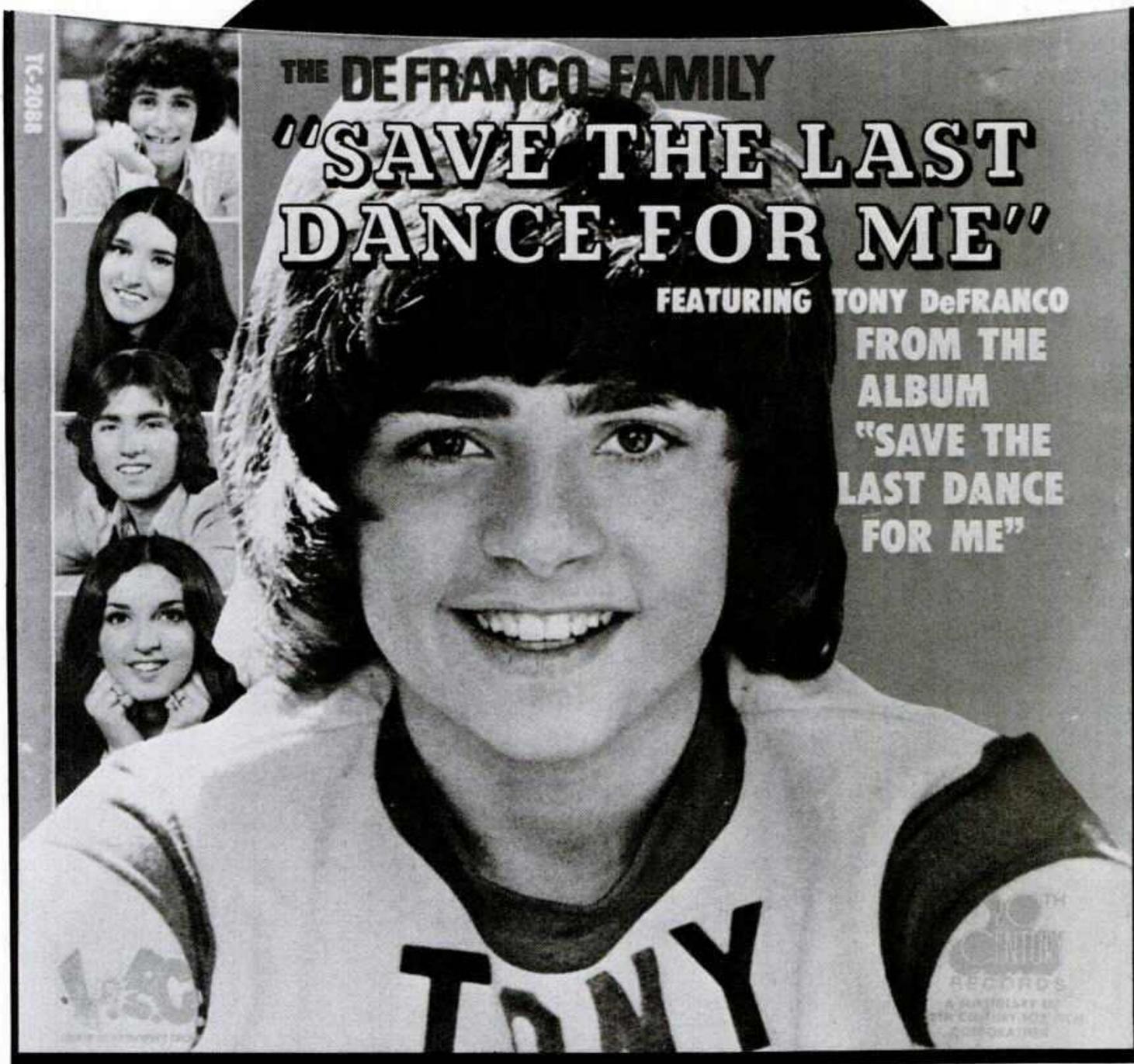
Main chart table with columns: THIS WEEK, LAST WEEK, WEEKS ON CHART, TITLE-Artist, (Producer) Writer, Label & Number (Distributing Label). Includes entries like TSOP-MFSB, Bennie & The Jets, Best Thing That Ever Happened To Me, etc.

Sheet music suppliers are confined to piano/vocal sheet music copies and do not purport to represent mixed publications distribution. ALF = Alfred Publishing Co.; B-M = Belwin Mills; BB = Big Bells; B-3 = Big Three Pub.; CHA = Chappell Music; CPI = Cimino Pub.; CRIT = Criterion Music Corp.; FMC = Frank Music Corp.; HAN = Hansen Pub.; MCA = MCA Music; PSP = Peer Southern Pub.; PLY = Plymouth Music; SGC = Screen Gems/Columbia; TMK = Triangle Music/Kane; WBM = Warner Bros. Music.

HOT 100 A-Z - (Publisher - Licensee)

Index table listing song titles and their corresponding publisher/label abbreviations, such as 'The Air That I Breathe (Lenders-Roberts, April, ASCAP)'.

*Save A Place On
Your List For
This New
DeFranco Single*



*Produced by Walt Meskell
For Mike Post Productions, Inc.*



Where Their Friends Are!



POCO—Seven, Epic KE 32895. This should be the lucky "seven" disk for the group, rolling them towards a greater market acceptance. New material, which should have strong appeal to POCO buffs, flows well, combining both musical crispness and the laid back vocals of Paul Cotton, George Grantham and Tim Schmit.

Best cuts: "You've Got Your Reasons," "Rocky Mountain Breakdown,"—Jim Messina sitting in on the mandolin—"Drivin' Wheel" and "Angel."

Dealers: Proven group on sales and creative fronts. Display to take advantage of label push behind current tour.

WEST, BRUCE & LAING—"Live 'n' Kickin'," Columbia/Windfall KC 32899. Leslie West, Jack Bruce and Corky Laing recorded live, and, as the title lets on, "kickin'" with material and musical gymnastics. With two cuts per side, look for heavy FM pickup. Overall quality is good, and occasional distortion (untouched in the studio mix) adds to the flavor of being on the scene. Rolling Stones and Cream material used, and results are solid.

Best cuts: "Play With Fire," "The Doctor," "Politician" and "Powerhouse Sod."

Dealers: Display prominently, as dollar sales follow group's product. Catchy graphics a plus.

DEODATO—Whirlwinds, MCA-410. Having had one spectacular success last year, Deodato is hard pressed to come up with something which has the same kind of spectacular sonic explosion. But he's certainly been trying. On his last CTI LP and on this first for his new label, he continues combining the best elements of jazz improvisation with contemporary rhythm patterns, breezy amplified guitar runs and a large orchestral undercoating. Deodato is himself the producer here and also contributes two of the six tunes.

Best cuts: Havana Strut" (with its punchy brass feeling and romping amplified bass) and "Whirlwinds" (with its swirling keyboard sounds and drums-conga interplay).

Dealers: This act can sell in both the jazz and pop fields.

ARGENT—Nexus, Epic KE 32573. Keyboard master Rod Argent and songwriter-singer-guitarist Russ Ballard tug in opposite directions but maintain a tight musical balance between them. Argent is leaning more heavily toward fashionable piano-organ-synthesizer flash a la ELP, though sparked by a reactionary dose of melody. Ballard counterbalances with a tense interplay of understatement and dynamics. There is no obvious Top 40 hit to equal last year's "God Gave Rock & Roll to You" but "A Man for All Reasons" will be an FM favorite.

Best cuts: "A Man for All Reasons," "Love," "Thunder & Lightning."

Dealers: Argent are currently on tour. Take advantage of local concert publicity with prominent display of this LP plus the group's past catalog.

LYNYRD SKYNYRD—Second Helping, MCA 413. Certainly one of the finest of the newer Southern rock bands, Lynyrd Skynyrd have put together a fine LP that is remarkably refreshing in a time when much of rock seems at a standstill. Mixing straight rock, blues and country-like sounds, the key to this band may well be that nobody overstates anything. Everything is kept in remarkably tasteful perspective, from the dual guitar leads of Allen Collins and Gary Rossington to the fine lead vocals of Ronnie Van Zant. A vast improvement over their first album and a tribute to the combination of skill and good taste.

Best cuts: "Sweet Home Alabama," "I Need You," "The Ballad of Curtis Loew."

Dealers: Band received massive exposure as opening act on last Who tour. Display in stepdown area.



SOUL CHILDREN—Friction, Stax STS 5507. This is a loosely-connected selection of songs that explore the emotional roles involved in love triangles. Highlighting their hit single "I'll Be the Other Woman," the set displays the group's mellow and full vocal sound, including two surprisingly effective spoken passages. A lush and effective setting, if debatable morality.



BILLY COBHAM—Crosswinds, Atlantic SD 7300. This is a conceptual project involving openness and spaciousness and lots of beauty. "Heather," a slow and grandiose piece, is a stark contrast to "The Pleasant Pheasant" or "Spanish Moss." Cobham, a fiery drummer when he wants to be one, lays down some hard and explosive patterns on "Crosswind" and on "Storm," his solo showcase. Cobham did the charts and they are impressive. Of course he has some fine musicians on the date, notably George Duke, John Abercrombie, Randy Brecker and Garnett Brown.

Best cuts: "Heather," "Spanish Moss—a Sound Portrait."

Dealers: Cobham is a hot name, associated with Miles Davis and the Mahavishnu Orchestra, so he can be prominently displayed.

GABOR SZABO—Rambler, Creed Taylor, Inc. CTI 6035. Szabo has abandoned his feedback sound and now concentrates on blending pure, beautiful tones within the constantly moving rhythmic feel of this quintet. There is a haunting, melodic quality to his playing, whether it's on the single note lines or when strumming several strings at the same time. Bassist Wolfgang Metz is a superb accompanist, duet partner with Szabo's guitar, laying down strong, rich notes. The keyboards are handled expertly and suggestively by Mike Woodford and Bob James with Bobby Morin playing refined drums.

Best cuts: "Rambler," "It's So Hard to Say Goodbye," "Help Me Build a Lifetime."

Dealers: Stock in guitar and small group jazz.

MCCOY TYNER—Asante, Blue Note NB-LA223-G. McCoy Tyner is certainly one of the top jazz pianists on today's jazz scene, and each LP does just a bit more to reinforce his standing. Tyner's piano is always present but never overstated, which may be one of the reasons for his consistent success. His talent for arrangement is strongly evident here, as he blends in alto sax and the haunting vocals of Songai to reach a blend of easy to listen to yet still highly sophisticated music. Each instrument gets a chance to be showcased, but in the end it is Tyner's piano that makes this still another brilliant LP.

Best cuts: "Asante," "Goin' Home."

Dealers: Tyner has a loyal following, so place in new releases as well as jazz bin.

MILT JACKSON—Goodbye With Hubert Laws, CTI 6038. Jackson's romantic vibes lead a sextet of stellar names (Hubert Laws, Ron Carter, Billy Cobham, Freddie Hubbard, Cedar Walton who sit in enthusiastically in various situations) through relaxed jazz. Although he is the senior musician on the date, Jackson is over-shadowed commercially by Laws and to an extent by Hubbard. The LP will sell because of these two young players, rather than because of Jackson's art which remains impeccable and always swinging. This is mainstream jazz easily understood, but Jackson has been over-exposed on disk down through the years.

Best cuts: "Old Devil Moon," "SKJ," "Opus De Funk."

Dealers: Good, swinging, open jazz which is right for all age groups.

LEE MORGAN—Memorial Album, Blue Note BN-LA224-G. Trumpeter Morgan's recent death has tragically brought his name back to the fore and these 1960's cuts rekindle memories of his fluid horn and his early way with funky music. "Sidewinder," his most notable composition, remains the most overpowering of the six cuts presented here. Morgan's associates during this period include Bobby Timmons (who recently departed), Pepper Adams, Paul Chambers, Joe Jones, Wayne Shorter, Bob Cranshaw, Billy Higgins, Harold Maybern, Jackie McLean, Hank Mobley, Herbie Hancock, Joe Henderson and Barry Harris.

Best cuts: "Sidewinder," "Hocus-Pocus," "You Go to My Head."

Dealers: Can be stocked with nostalgic jazz as well as with small groups or trumpet players.



BUD LOGAN & WILMA BURGESS—Wake Me Into Love, Shan-non 1002. These two already have established the fact that

they not only sing well, but do it even better together. Utilizing their hit single as the album title, they take it from there with real professionalism, and come up with a collection of original songs, and some done by others. It's really a fine album.

Best cuts: "I'm In Love With Everything" and "The Best Day of the Rest of Our Love."

Dealers: Enough hits here from pop and country to give it wide appeal.

BILLY THUNDERKLOUD & THE CHIEFTONES—All Through The Night, Superior 103. This album will surprise a good many people who expected a hereditary chief of the Tsimshian Indians from Canada to sound anything but country. But he sings it, and with soul. In fact, his versatility is astounding.

Best cuts: "All Through the Night" and "Testament."

Dealers: The cover alone, which is 100% Indian, is a salable point.



IKE AND TINA TURNER—The Gospel According to Ike and Tina, United Artists UA-LA203-G. You have but to listen to the instrumental sounds which are churning and curling behind Tina's voice on "Glory, Glory" to realize that this gospel LP is a strong and successful attempt to bring the commercial world of soul music to the church. Not the church to soul mu-

sic as is usually the case. The weakest point in the LP is Ike's vocalizations. Otherwise the project makes lots of sense for all the energy and urgency of the Turner's music is aptly put to use on this their first LP of gospel tunes. There is enough church choir sounds behind the instruments to take us all on a religious trip.

Best cuts: "What a Friend We Have In Jesus," "Glory, Glory."

Dealers: This is commercial, not pure gospel, so it can be stocked with the Turner's other soul products.



HELLINI: NORMA—Sills/Verrett/Di Giuseppe/Plishka/New Philharmonia Orch. (Levine), Audio Treasury ATS-20017 (ABC). Beverly Sills is the label's big gun, but here she's part of an artistic arsenal whose combined fire-power is overwhelming. Conductor Levine, the young Metopera dynamo, provide the motive pacing that keeps the drama boiling. Plenty of bel canto fireworks from Miss Sills and a glorious display of vocal opulence from Shirley Verrett.

Dealers: A sure seller that need only be displayed to move in heavy quantities.

Spotlight—the most outstanding of the week's releases; picks—predicted for the top half of the chart in the opinion of the reviewer; recommended—predicted to hit the chart among the lower half positions; review editor: Bob Kirsch; reviewers: Eliot Tiegler, Nat Freedland, Claude Hall, Bill Williams, Jim Melanson, Is Horowitz, Bob Kirsch.

Billboard's Recommended LP's

pop

THE SUTHERLAND BROTHERS AND QUIVER—Dream Kid, Island SW-9341. (Capitol). Top vocal harmonies from the brothers and Tim Renwick combined with just the right mix of electric and acoustic guitar make this a simple yet well done rock set. **Best cuts:** "Seagull/Lonely Love," "Dream Kid."

GENE VINCENT AND HIS BLUE CAPS—The Bop That Just Won't Stop, Capitol ST-11287. Excellently put together anthology of one of rock's first major stars, featuring his biggest hits as well as unreleased material. Most cuts still hold up. Fine cover art and Michael Ochs top liners help. **Best cuts:** "Be-Bop-A-Lula," "Race with the Devil."

KEN LYON & TOMESTONE, Columbia KC 32910. A mixed bag of sounds here—ranging from city funky to country/folk. Throw in electric rock numbers, and all the bases seemed to have been touched. Group is not overly powerful, but musical diversity comes through as selling point. **Best cuts:** "Punkin' Pie," "Sing Song City" and "Take A Lesson From The Children." **Dealers:** Might be worth a shot. Group's diversity should pull down airplay on a number of formats.

SHARKS—Jab It In Yore Eye, MCA-415. Chris Spedding's electric and acoustic guitars and the often Joe Cocker-like vocals of Snipps make this a fine rock set. Spedding is particularly impressive. **Best cuts:** "Cocaine Blues," "Sun Beat Down."

STAMPEDE—From The Fire, Capitol ST-11288. One of Canada's top bands offers a cohesive rock set highlighted by excellent harmony vocals and skilled instrumental arrangements. **Best cuts:** "Good Bye, Good Bye," "Ride in the Wind."

ROSS, RSO SO 878. (Atlantic). New British vocalist offers up interesting mix of hard rock and acoustic flavored material, but comes across most strongly with the softer songs. Should receive FM play. **Best cuts:** "Caroline."

THE UNIQUES—Golden Hits, Paula LPS2208. (Jewel). A fine selection of easy going material which should fit well on AM or FM programming and contains material currently on the charts from country singers like Joe Stampley as well as standard soul tunes. **Best cuts:** "How Lucky (Can One Man Be)," "You Don't Miss Your Water."

SNAFU, Capitol ST-11292. Good rock set from new band which is far above average debut. Strong singing from Bobby Harrison and Micky Moody's guitars are high points. **Best cuts:** "Drowning in the Sea of Love," "Country Nest."

soul

CASH McCALL—Omega Man, Paula LPS 2220. (Jewel). Raw, intense set from McCall and his band highlighted by Cash's

intense vocals and a solid instrumental backup. Best material is set apart by McCall's upfront vocals. **Best cuts:** "Why Can't We Live Together," "Now Orleans."

BOHANNON—Keep On Dancin', Dakar DK 76910. (Brunswick). Nothing wrong with the sophisticated-funky instrumentals by former Motown studio leader Hamilton Bohannon. But the lyrics tacked on to several cuts are too "right on, boogie down." **Best cut:** "Have A Good Day."

jazz

ALPHONZE MOUZON—Funky Snakefoot, Blue Note BN-LA222-G. Drummer turns vocalist-synthesizer player but with only partial success. While his vocals are weak, the instruments cuts have a stronger feeling, with trumpet and trombone adding additional strength to this quasi-soul-jazz effort. **Best cut:** "Funky Snakefoot."

classical

THE VIRGIL FOX BACH BOOK—RCA ARL1-0476. Another strong entry in the label's concentrated push on the organist this month, this offers a cluster of reissues from Reader's Digest and earlier RCA albums. Sound is still impressive and the performances somewhat more studied than those in Fox's more recent Heavy Organ incarnation. Titles are Bach winners, including yet another "Tocatta and Fugue in D Minor," "Jesu, Joy of Man's Desiring" and six others of almost equal popularity.

HALEVY: LA JUIVE (Highlights)—Arroyo/Moffo/Tucker/Giaiotto/New Philharmonia Orch. (de Almeida), RCA ARL1-0447. Neither complete nor excerpt versions of the opera figure in the current LP catalog, so more than ordinary interest attaches to this star-studded highlight album. Arias and ensemble pieces are well chosen and the individual contributions appealing for the most part. But the direction is pedestrian, with little dramatic profile.

SNOWFLAKES ARE DANCING (the newest sounds of Debussy)—Tomita, RCA ARL1-0488. Out of Japan comes one of the most interesting and entertaining classical synthesizer albums since "Switched-on-Bach." The effects here of voice and instruments along with a battery of synthetic elements are combined in musically valid adaptations of familiar Debussy pieces, among them "Clair de lune," "Girl with the Flaxen Hair" and a humorous "Golliwog's Cakewalk." May take some dealer demonstration to get it moving, but will repay the effort.

Billboard's Top Single Picks

APRIL 27, 1974

Number of singles reviewed
this week **109** Last week **95**

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STEELY DAN—*Rikki Don't Lose That Number* (3:58); producer: Gary Katz; writers: W. Becker, D. Fagen; publisher: American Broadcasting, ASCAP. ABC Dunhill 11439. One of today's finest groups proves that commerciality and excellence can indeed mix well with this catchy, almost tango-like tune. Interesting lead vocals and good harmonies provide base for song dealing with exchange of phone numbers. Flip: no info available.

EDDIE KENDRICKS—*Son of Sagittarius* (3:12); producers: F. Wilson, L. Caston; writers: F. Wilson, L. Caston, A. Poree; publisher: S One Diamond, BMI. Tamla 54247. (Motown). Another solid song from the "Boogie Down" man, with more sophisticated lyrics and more variety than previous two efforts, both of which hit the top three. Song should do equally well in pop and soul categories.

recommended

CROSS COUNTRY—*Rock And Roll Music* (3:29); producer: Margo Siegel-Margo Prods.; writer: C. Berry; publisher: Arc, BMI. Atco 6932. (Atlantic).

SAM NEELY—*Sadie Take A Lover* (2:40); producers: D. Janssen, B. Hart; writer: S. Neely; publisher: Seven Iron, BMI. A&M 1523.

CLINT HOLMES—*Goodbye Maria* (2:55); producer: A. Vance/Pockriss Prod.; writers: P.J. Vance, L. Pockriss; publisher: Vanlee, ASCAP; Emily, ASCAP. Atco 6958. (Atlantic).

DENNY DOHERTY—*You'll Never Know* (2:50); producer: John Madara; writer: Gordon Warren; publisher: Bregman, Vocco & Conn, ASCAP. Paramount 0286. (Famous).

PERRY COMO—*I Don't Know What He Told You* (2:42); producer: Pete Spargo; writers: Renis, Mogol, Testa, R.I. Allen; publisher: Donert, Roncom, ASCAP. RCA DJBO-0274.

THE JAMES GANG—*Standing In The Rain* (3:00); producers: The James Gang; writer: R. Kenner; publisher: Thermostat, ASCAP. Atco 6966. (Atlantic).

KATHI McDONALD—*Bogart To Bowie* (2:48); producer: D. Briggs; writers: P. Sears, K. McDonald; publisher: Black Dragon, BMI. Capitol 3880.

TAVARES—*Too Late* (3:30); producers: D. Lambert, B. Potter; writers: D. Lambert, B. Potter; publisher: ABC/Dunhill, One Of A Kind, BMI. Capitol 3882. The five brothers show their experience on this blend of mellow lead singing, top notch background vocals which are cleverly used to finish sentences and soft sounding yet still up tempo tune. Good chance at pop as well as soul action. Flip: Leave It Up To The Lady (3:29). Info same in other categories.

TRAMMPS—*Where Do We Do From Here* (3:45); producers: Baker, Harris & Young; writer: R. Baker; publisher: Golden Fleece, Mighty Three, BMI. Golden Fleece 3253. (Columbia). Odd mixture of a Barry White style introduction and smoother soul singing works well with this smartly orchestrated cut. Strings work well in back of vocals and do not interfere.

recommended

LYN ROMAN—*Where Do You Go?* (2:52); producers: C. Davis, S. Sanders; writers: P. Sawyer, G. Jones; publisher: Jobete, ASCAP. Brunswick 55508.

THE NEW BIRTH—*Wildflower* (3:59); producer: Fuqua III Prod.; writers: Edwards-Richardson; publisher: Edsel & Aloud, BMI. RCA DJHO-0265.

LEA ROBERTS—*Let It Shine* (2:40); producer: W. Marcus for Marbian Prods.; writer: E. Clay; publisher: Marbian, BMI. United Artists 429.

LITTLE MILTON—*Behind Closed Doors* (3:35); producer: M. Campbell; writer: Kenny O'Dell; publisher: House of Gold, BMI. Stax 0210. (Columbia).

OHIO PLAYERS—*Jive Turkey (Part 1)* (3:05); producers: Ohio Players; writers: J. Williams, C. Satchell, L. Bonner, M. Jones, R. Middlebrooks, M. Pierce; publisher: Ohio Players, Unichappell, BMI. Mercury 395. (Phonogram).

SOLOMON BURKE—*I Have A Dream* (3:31); producers: S. Burke, J. Styner, TKI Prod.; writers: S. Burke, Jr., K.S.H.S. Burke, S. Burke Sr.; publisher: The Kids, BMI & King Solomon, ASCAP. ABC Dunhill 4388.

ESTHER PHILLIPS—*Justified* (3:50); producer: Creed Taylor; writer: Bill Withers; publisher: Interior, BMI. KUDU 917.

POP STAPLES—*Wicha Way Did It Go* (3:10); producers: Al Bell, M. Staples, R. Staples; writers: M. Rice, R. Staples; publisher: East/Memphis, Staples, BMI. Stax 0213. (Columbia).



STEPHANIE MILLS—*I Knew It Was Love* (3:00); producer: Eddie V. Deane for Burlington Prods.; writers: B. Keyes, P. Holley; publisher: Burlington, ASCAP. Paramount 290. (Famous). Fifteen year old singer from New York has powerful voice and will draw inevitable comparisons to Diana Ross, but this excellent soul cut should help her stand on her own. Flip: "The Passion And The Pain" (3:47). Info same in all categories.

NANCY WAYNE—*The Back Door of Heaven* (2:51); producer: E. Martinez; writer: G. Ballantyne; publisher: New York Times (Sunbeam), BMI. 20th Century 2086. Country flavored tune with catchy title repeated several times in song. Should get strong play on both pop and country stations.

PETE DUNTON—*Taking Time* (3:28); producer: D. Edmunds; writer: P. Dunton; publisher: Burlington, ASCAP. RCA DJBO-0262. Simple guitar and piano riffs repeated throughout and basic vocals could help this easy rocker to catch. Flip: "Still Confused" (3:24); publisher: Chrysalis, ASCAP. Other info same.

BEARFOOT—*Molly* (3:03); producer: G. Spreen; writer: D. Ford; publisher: Screen Gems-Columbia, BMI. Epic 5-11103. (Columbia). Soft rocker with simple instrumentation and good harmony vocals.



EDDY ARNOLD—*I Got This Thing About You* (2:55); producers: Mike Curb & Don Costa; writer: Ben Peters; Ben Peters Music (BMI); MGM 14711. A fine selection from his last album, and Eddy is singing as in the past. Costa also does an excellent arrangement of the ballad, and it should be Arnold's best in some time. Flip: "Just For Old Times Sake." Producer: same; writers: B. Hunter, J. Keller; Screen Gems-Columbia (BMI).

JACK BLANCHARD & MISTY MORGAN—*Something On Your Mind* (2:30); producers: Jack & Misty; writer: Jack Blanchard; Birdwalk (BMI); Epic 11097. Here's that great pair again with their different sound and a song that is very commercial. Done in their own style, it has the added touch of a Bill McElhiney string arrangement. Flip: no info available.

NARVEL FELTS—*I Want To Stay* (3:07); producer: Farah; writers: Jerry Foster & Bill Rice; Jack & Bill (ASCAP); Cinnamon 798. Consistently near the top of the charts, Felts should have another big hit. Perhaps one of the finest voices in the business today, and he couples that with a Foster-Rice tune. Flip: no info available.

CRYSTAL GAYLE—*Restless* (2:17); producer: Kelso Berston; writers: Ed Bruce, Patty Bruce; Tree (BMI); UA 428. It's her best effort to date, and Ed and Patty Bruce have combined on a song with a great deal of feeling, which Crystal manages to bring across. Flip: no info available.

recommended

DEL REEVES—*Prayer From A Mobile Home* (2:20); producer: Kelso Herston; writer: Hank Mills; Gee Whiz (BMI); UA 427.

CONNIE EATON—*It's You* (3:00); producer: Larry Butler; writer: Larry Butler; Tree (BMI); Enterprise 9096 (Columbia).

TERRI LANE & JIMMY HALL—*Mockingbird* (2:34); producer: Charlie McCoy; writers: Charlie Foxx, Inez Foxx; Unart (BMI); Monument 8610. (Columbia).

BILLY WALKER—*How Far Our Love Goes* (2:50); producer: Bill Walker; writers: Curley Putman, Jan Crutchfield, Buddy Killen; Tree (BMI); MGM 14717.

TROY SEALS—*Honky Tonkin* (2:19); producer: David Paul Briggs; writers: T. Seals, D. Goodman, J. Bettis, D. Gillon; Danor (BMI)/Almo (ASCAP); Atlantic 4020.

BOBBY G. RICE—*She Sure Laid The Lonelies On Me* (2:30); producers: J. Howard & D. Heard; writers: Riis, Rice, Fields; Uncle Ben's/Americus (ASCAP) GFT 001.

JIM GLASER—*Fool Passin' Through* (2:54); producer: Jim Glaser; writers: B. Holmes, P. Russell; Glaser (BMI); MGM 14713.

Picks—a top 20 chart tune in the opinion of the review panel which voted for the selections published this week; recommended—a tune predicted will land on the Hot 100 between 20 and 60. Review editor—Bob Kirsch.

APRIL 27, 1974, BILLBOARD

Platt Power In Personnel

• Continued from page 6

Randall feels the May Co. leased department record/tape sales have spurred well since Platt Music worked out a 1973 agreement with J.L. Marsh "who are our supplier." Randall does not consider Marsh a rack.

"We are in it together. After 30 years, we certainly know our clientele. Our two companies are so compatible because we are integrity companies. Right from the top of both our companies, everyone is interested. I visited Minneapolis and met Amos and Danny Heilicher and Gene Patch and all the others who have helped boost our business."

Randall doesn't deviate from his emphasis on people in praising the addition of Marsh's computerization. "We didn't have the computers. Marsh's computers help us balance out our inventories. They regularly supply us with sales by category of repertoire for each store. The print-out sheets show us vividly what we are doing."

Randall points out how department inventory can now be "fine-tuned" to the community around the store. He notes how minority music preferences, reflected in the store's inventory, but also prompted Randall and Ms. Clark to hire minority sales clerks.

Randall likes experienced managers and clerks. He feel creativity comes with experience. Very recently, Platt initiated a program to upgrade its componentry from "low fi," which he considers equipment up to \$400, to "high fi." Talks with record/tape audio department staffers who were audio hobbyists encouraged him to go into the more expensive units.

It's paid off. A longtime policy of housing and selling componentry in the TV section of the Platt department was changed. "Now our 'audiophile' staffers sell low and hi fi housed in the music department. We still allow TV salesmen to bring an interested customer into the department, but we intend to keep componentry near records and tapes."

Quadrasonic, too, continues to play more and more of a part in the playback inventory. "In order for us to maintain our foothold in the community, we must be a leader and pioneer," Randall says.

In a training brochure for Platt personnel developed by Herman is written:

"Actually the May Co. provides us with four walls, a ceiling and floor and it's up to us to provide the merchandise, the fixtures, displays, sales people... We've got to do all this better than most other dealers or else

why would May Co. need us and want us?"

Platt's philosophy that he is a guest spills over on Randall, who feels sales success begins the minute a customer enters the attractive department.

"I don't think a 'Can I help you' is enough. Recognize a customer with a friendly greeting. If possible, try to recall his name if he's a repeat customer. If he's looking at an album, make a pleasant remark about its contents or the cover. Involve him in a gracious manner."

Platt Music staffers will be greeting and selling new patrons in three additional May Co. stores set for opening before 1975. Randall is already training personnel in established stores to carry out the firm's people credo.

(For the Platt Music formula for stocking and selling a complete range of records/tape and all types of accessories and radio and playback, see next weeks issue.)

New ABC Branch

DALLAS — ABC/Dunhill continues its trend toward branches nationally with the opening of a company outlet here. At presstime, company officials were unavailable for comment. It is understood the branch will serve Texas and Oklahoma.

GRT Direct Mail Market

• Continued from page 3

One of the first sets will be a history of Lawrence Welk. The package was created by GRT and Ranwood (Welk's label) and will feature seven disks. One record will be a 40-minute conversation with Welk, and the remaining six will trace his career, almost decade by decade. The LP's will include sets on the earliest days of Welk's career, one titled "Champagne Music," an LP of swing music, one featuring the stars of his early TV shows, one including Welk's major hits of the 1960s and a set featuring the stars of today's TV show.

Levy says the concept is based on "Welk's 50th year in show business and we wanted a complete historical package of what he did during those years. All the records are in stereo and there will also be a book with 4,000 words of copy written by his autobiographer and about 100 pictures.

"There is a program guide with background on all the music and the cover will feature a specially commissioned portrait. The set will retail for between \$20 and \$25."

The second set is a 12-disk package of readings from the New Testament, featuring Olivier. GRT owns the disk and tape rights in North America. This set will also include a 64-page, 11 by 11-inch four-color

guide, the full text of the set, notes on the recording, a portfolio of Biblical art prints on textured paper and will retail for between \$30 and \$40.

"It is probably safe to say," Levy adds, "that most of our future packages will be music oriented. We will also be producing product on a regular basis and we may possibly be using some of our own material. I expect to have two more sets completed by the end of the year."

In the first merchandising campaign, a five and a half minute sample record will be mailed with promotions on the Bible set and may be done with the Welk package also.

Record pressing for the first sets will be done on the East Coast, but GRT's Mid-South plant in Nashville may eventually take this over. Both packages will also be available on cassette and 8-track, and these will be manufactured in the firm's Sunnysvale facilities. Tape buyers will receive essentially the same package as disk buyers.

Levy does not rule out TV ads for the future, but feels that such a market demands a certain type of product and GRT's current sets are too expensive for such a market. A Chicago firm, Byer Intermark, is providing much of the editorial support and other creative aspects of the packages.

Golden Carrington
 New Single: MCA-40202
RADAR LOVE

New Musical Express
 1974 Readers' Poll
 (World Section)
 Best Single:
RADAR LOVE

New Musical Express
 1974 Readers' Poll
 (World Section)
 Best New Group



MCA RECORDS

On Tour

May 1 Warner Theatre, Washington, D.C.
 May 3 Auditorium, West Palm Beach
 May 4 Curtis Hixon Hall, Tampa, Florida
 May 5 Sportatorium, Miami, Florida
 May 7 University of Cincinnati, Ohio
 May 8 & 9 Roxy Theatre, Northampton, Pa.
 May 10 Palace Theatre, Providence, R.I.
 May 11 Schubert Theatre, Philadelphia, Pa.
 May 12 Music Hall, Boston, Mass.
 May 14 Robinson Auditorium, Little Rock, Ark.
 May 15 Kiel Auditorium, St. Louis, Mo.
 May 16 Coliseum, Indianapolis, Ind.
 May 17 Ellis Auditorium, Memphis, Tenn.
 May 18 E. Temple St. Univ., Johnson City, Tenn.
 May 19 Masonic Auditorium, Detroit, Mich.

May 22 Omni, Atlanta, Ga.
 May 24 & 25 Winterland, San Francisco, Ca.
 May 30 J.J.'s, San Diego, Ca.
 May 31 Civic Center, Santa Monica, Ca.
 June 1 Phoenix, Arizona
 June 3 I.M.A. Auditorium, Flint, Mich.
 June 4 Sports Arena, Toledo, Ohio
 June 6 Auditorium, Charleston, South Carolina
 June 7 Coliseum, Greensboro, North Carolina
 June 8 Civic Center, Roanoke, Va.
 June 9 Civic Center, Charleston, W.Va.
 June 10 Madison Square Garden, New York City, New York
 June 14 Fairgrounds Arena, Oklahoma City, Okla.
 June 15 Convention Center, Dallas, Tx.
 June 16 Coliseum, Denver, Colo.
 (June 16-30) Further dates to include: Chicago, Cleveland, Seattle and New York City.



MCA-396

TOP LP's & TAPE

POSITION 108-200

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE				
				ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE	CASSETTE
108	105	36	ALLMAN BROTHERS BAND Brothers & Sisters Capricorn CP 0111 (Warner Bros.)	5.98		6.97	6.97	7.95
109	91	21	BETTE MIDLER Atlantic SD 7270	5.98		6.97	6.97	
110	107	18	ELECTRIC LIGHT ORCHESTRA On The Third Day United Artists UA-LA188-F	5.98		6.98	6.98	11.95
111	119	23	STYLISTICS Rockin' Roll Baby A&M AV 11010	5.98		6.98	6.98	
112	110	42	CHICAGO VI Columbia KC 32400	5.98		6.98	6.98	
113	118	87	SEALS & CROFTS Summer Breeze Warner Bros. BS 2629	5.98		6.97	6.97	7.95
114	121	5	HERBIE MANN London Underground Atlantic SD 1658	5.98		6.97	6.97	
116	111	31	ROLLING STONES Goats Head Soup Rolling Stones COC 59101 (Atlantic)	5.98		6.98	6.98	
117	117	33	MARVIN GAYE Let's Get It On Tamla T329W (Motown)	5.98		6.98	6.98	
118	117	33	MARVIN GAYE Anthology Motown M9 791A3	9.98		11.98	11.98	
119	123	64	ELTON JOHN Don't Shoot Me I'm Only the Piano Player MCA 2100	5.98		6.98	6.98	7.95
121	120	38	HELEN REDDY Long Hard Climb Capitol SMAS 11213	5.98		6.98	6.98	
122	112	11	COMMANDER CODY & HIS LOST PLANET AIRMEN Live From Deep In The Heart Of Texas Paramount PAS1017 (Famous)	5.98		6.95	6.95	
123	116	55	BEATLES 1962-1966 Apple SKBO 3403 (Capitol)	9.98		11.98	11.98	
124	113	18	HARRY CHAPIN Short Stories Elektra EKS 75065	5.98		6.98	6.98	
125	130	5	PETER FRAMPTON Something's Happening A&M SP 3619	6.98		6.98	6.98	
127	133	4	AEROSMITH Get Your Wings Columbia KC 32847	5.98		6.98	6.98	
128	125	30	THE MOTHERS Over-Nite Sensation Disc Reet MS 2149 (Warner Bros.)	5.98		6.97	6.97	7.95
129	106	13	LEO KOTTKE Ice Water Capitol ST 11262	5.98		6.98	6.98	
131	122	17	JAMES GANG Bang Atco SD 7037	5.98		6.98	6.98	
132	126	46	TODD RUNDGREN Something/Anything? Bearsville 28X 2066 (Warner Bros.)	6.98		7.97	7.97	
133	131	13	LINDA RONSTADT Different Drum Capitol ST 11269	5.98		6.98	6.98	6.98
134	124	17	BLOODSTONE Unreal London XPS 634	5.98		6.98	6.98	
135	140	47	EARTH, WIND & FIRE Head to the Sky Columbia KC 32194	5.98	6.98	6.98	7.98	6.98
136	134	26	NEIL DIAMOND/SOUNDTRACK Jonathan Livingston Seagull Columbia KC 32550	6.98		6.98	6.98	
137	144	7	JIM STAFFORD MGM SE 4947	5.98		6.98	6.98	

THIS WEEK	LAST WEEK	Weeks on Chart	STAR PERFORMER—LP's registering greatest proportionate upward progress this week.	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE				
					ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE	CASSETTE
138	139	32	★	LYNYRD SKYNYRD Pronounced Leh-nerd Skin-nerd MCA Sounds of the South 363	5.98		6.98	6.98	
140	146	6	★	DEODATO/AIRTO In Concert CTI 6041	6.98		7.98	6.98	7.98
141	147	69		SIMON & GARFUNKEL Greatest Hits Columbia KC 31350	5.98		6.98	6.98	
142	148	88		DOOBIE BROTHERS Toulouse Street Warner Bros. BS 2634	5.98		6.97	6.97	7.95
144	143	22		CLIMAX BLUES BAND FM/Live Sire SAS 2-7411 (Famous)	5.98		6.98	6.98	
145	137	30		JESSE COLIN YOUNG Song For Juli Warner Bros. BS 2734	5.98		6.97	6.97	
146	136	22		SUNSHINE Original Television Soundtrack MCA 387	5.98	6.98	6.98	7.98	6.98
147	152	11		SMOKEY ROBINSON & THE MIRACLES Anthology Motown M 793 R3	7.98		9.98	9.98	
149	114	73	★	BETTE MIDLER The Divine Miss M Atlantic SD 7238	5.98	6.97	6.97	7.97	6.97
150	157	24		BILLY PAUL War Of The Gods Philadelphia International KZ 32409 (Columbia)	5.98		6.98	6.98	
152	132	96		CHEECH & CHONG Big Bambu Ode SP 77014 (A&M)	5.98		6.98	6.98	
153	151	47		PINK FLOYD Meddle Harvest SMAS 832 (Capitol)	5.98		6.98	6.98	
154	154	100		DEEP PURPLE Machine Head Warner Bros. BS 2607	5.98		6.97	6.97	6.95
155	161	24		DIANA ROSS & MARVIN GAYE Diana & Marvin Motown M803V1	5.98		6.98	6.98	
156	128	7		NATIONAL LAMPOON Missing White House Tapes Banana BTS 6008 (Blue Thumb)	6.98		7.98	7.98	
157	129	7		BLUE MAGIC Atco 7038	5.98		6.97	6.97	
159	165	5	★	TANYA TUCKER Would You Lay With Me (In A Field Of Stone) Columbia KC 32744	5.98		6.98	6.98	
161	159	121	★	ROLLING STONES Hot Rocks, 1964-1971 London ZPS 606/7	9.98		11.98	11.98	
162	158	18		OLIVIA NEWTON-JOHN Let Me Be There MCA 389	5.98		6.98	6.98	
163	156	4		MICK RONSON Slaughter On 10th Avenue RCA APL1-0353	5.98		6.95	6.95	
164	153	6		GLADYS KNIGHT & THE PIPS Claudine Soundtrack Buddah BDS 5602 ST	6.98		7.98	7.98	
165	164	13		ELVIS PRESLEY A Legendary Performer Vol. 1 RCA CPL1 0341	7.98		8.95	8.95	
166	141	25		DAVE MASON It's Like You Never Left Columbia KC 31721	5.98		6.98	6.98	
167	138	8		GRATEFUL DEAD The Best of, Skeletons From The Closet Warner Bros. W2764	6.98		7.97	7.97	
168	142	73		EDGAR WINTER GROUP They Only Come Out at Night Epic KE 31584 (Columbia)	5.98	6.98	6.98	7.98	6.98
169	173	9		PAUL WILLIAMS Here Comes Inspiration A&M SP 3606	6.98		6.98	6.98	

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE				
				ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE	CASSETTE
170	170	35	WAR Deliver the Word United Artists UA LA128-F	5.98		6.98	6.98	7.95
172	175	40	CAT STEVENS Foreigner A&M SP 4391	5.98		6.98	6.98	6.98
173	177	3	THE ELEVENTH HOUSE WITH LARRY CORYELL Introducing Vanguard VSD 79342	5.98		6.98	6.98	6.98
174	171	8	MOUNTAIN Twin Peaks Columbia PG 32818	7.98		8.98	8.98	8.98
175	162	34	ISLEY BROTHERS 3 + 3 T-Neck KZ 32453 (Columbia)	5.98	6.98	6.98	7.98	6.98
177	182	91	KENNY LOGGINS w/JIM MESSINA Sittin' In Columbia KC 31044	5.98		6.98	6.98	6.98
178	172	7	MOCEDADES Eres Tu (Touch The Wind) Tara TRS 33000 (Famous)	6.98		7.98	7.98	7.98
179	149	21	ALICE COOPER Muscle Of Love Warner Bros. BS 2748	5.98		6.97	6.97	6.97
180	188	160	CAROLE KING Tapestry Ode SP 77009 (A&M)	5.98	6.98	6.98	7.98	6.98
183	185	3	JERRY JEFF WALKER Viva Terlingua MCA 382	5.98		6.98	6.98	6.98
184	178	45	JOE WALSH The Smoker You Drink The Player You Get Dunhill DSX 50140	5.98		6.95	6.95	6.95
186	195	2	MAGGIE BELL Queen Of The Night Atlantic SD 7293	5.98		6.97	6.97	6.97
187	190	4	KATHI McDONALD Insane Asylum Capitol ST 11224	5.98		6.98	6.98	
188	194	4	CLEO LAINE Cleo Laine Live At Carnegie Hall RCA LPL1-5015	5.98		6.95	6.95	6.95
189	186	3	ROY CLARK The Entertainer Dot 1-2001 (Famous)	6.95		7.95	7.95	7.95
191	145	14	GRAHAM NASH Wild Tales Atlantic SD 7288	5.98		6.97	6.97	6.97
192	150	8	NAZARETH Loud 'N' Proud A&M SP 3609	6.98		6.98	6.98	6.98
193	174	5	SUZI QUATRO Bell 1302	6.98		7.98	7.98	7.98
194	167	27	ISAAC HAYES Joy Enterprise ENS 5007 (Columbia)	5.98		6.98	6.98	6.98
195	181	3	STEALERS WHEEL Ferguson Park A&M 4419	5.98		6.98	6.98	6.98
196	-	1	CHASE Pure Music Epic KE 32572 (Columbia)	5.98		6.98	6.98	6.98
197	179	10	ROY BUCHANAN That Is What I'm Here For Polydor PD 6020	6.98		7.98	7.98	7.98
198	196	3	MAME/ORIGINAL SOUNDTRACK FROM THE MOTION PICTURE Warner Bros. W 2773	6.97		7.97	7.97	7.97
199	191	11	EDDIE HARRIS E.H. In The U.K. Atlantic SD 1647	5.98		6.97	6.97	6.97
200	-	1	CAPTAIN BEEFHEART & THE MAGIC BAND Unconditionally Guaranteed Mercury SRM 1-709 (Phonogram)	5.98		6.95	6.95	6.95

TOP LP's & TAPE A-Z (LISTED BY ARTISTS)

Aerosmith	127
Gregg Allman	67
Allman Brothers Band	108
Brian Auger	47
Bachman-Turner Overdrive	24, 100
Beattles	101, 123
Maggie Bell	186
Black Sabbath	46
Bloodstone	134
Blue Magic	157
Blue Oyster Cult	182
Blue Swede	85
Bread	105
James Brown	36
Jackson Browne	99
Roy Buchanan	197
Donald Byrd	53
Captain Beefheart	200
Carpenters	68
Harry Chapin	124
Chase	196
Chicago	1, 112
Cheech & Chong	90, 152
Roy Clark	189
Climax Blues Band	144

Billy Cobham	80
Alice Cooper	179
Commander Cody	122
Larry Coryell	173
Jim Croce	26, 31, 51
Crusaders	139
Deep Purple	13, 154
John Denver	2, 32
Deodato/Airto	140
Rick Derringer	64
Neil Diamond	136
Doobie Brothers	8, 96, 142
Bob Dylan	39
Eagles	40
Earth, Wind & Fire	19, 135
Electric Light Orchestra	110
Emerson, Lake & Palmer	41
David Essex	88
Roberta Flack	104
Foghat	54
Four Tops	190
Peter Frampton	125
Aretha Franklin	16
Marvin Gaye	117, 118
Genesis	78
Graham Central Station	52
Grand Funk	7
Grateful Dead	167

Al Green	91
Herbie Hancock	20
Eddie Harris	199
Isaac Hayes	194
Humble Pie	84
Bobbi Humphrey	158
Isley Brothers	175
Terry Jacks	107
James Gang	131
Billy Joel	34
Elton John	10, 119
Eddie Kendricks	33
Carole King	180
Kiss	171
Gladys Knight & Pips	30, 97, 143, 164
Kool & The Gang	69
Leo Kottke	129
Cleo Laine	188
Led Zeppelin	74, 82
Gordon Lightfoot	57
Loggins & Messina	66, 177
Love Unlimited	56
Love Unlimited Orchestra	27
Lynyrd Skynyrd	138
Paul McCartney & Wings	4
Kathi McDonald	187
Main Ingredient	70
Manfred Mann	114, 120

Dave Mason	166
M.F.S.B.	6
Bette Midler	109, 149
Steve Miller Band	77
Joni Mitchell	12
Mocedades	178
Van Morrison	62
The Mothers	128
Mott the Hoople	98
Mountain	174
Maria Muldaur	9
Anne Murray	33
Graham Nash	191
National Lampoon	156
Nazareth	192
New Birth	71
New Riders Purple Sage	148
Ohio Players	185
Olivia Newton-John	162
O'Jays	37
Mike Oldfield	5
Ozark Mountain Daredevils	160
Billy Paul	150
Pink Floyd	44, 153
Pointer Sisters	95
Elvis Presley	92, 165
Procul Harum	115
Suzi Quatro	193

Redbone	75
Lou Reed	50
Helen Reddy	42, 121
Charlie Rich	22, 25, 61, 176
Smokey Robinson & Miracles	130, 147
Mocedades	116, 161
Mick Ronson	163
Linda Ronstadt	87, 133
Diana Ross & Marvin Gaye	155
Todd Rundgren	65, 132
Savoy Brown	126
Boyz Scaggs	81
Tom Scott	181
Seals & Crofts	14, 93, 113
Carly Simon	28
Paul Simon	38
Simon & Garfunkel	141

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Radio-TV Mart
See page 40

APRIL 27, 1974, BILLBOARD

Executive Turntable

• Continued from page 6

division of CBS Records. . . . **Doug Thaler**, who was with the East Coast office of American Talent International, has moved to the West Coast office in Los Angeles. He will be booking acts for the Midwest and Southwest. . . . **Howard Zimmerman**, United Artists personnel chief, has now been named to the overall responsibilities of corporate director for administration.

Vernon Thomas joins 20th Century as East Coast soul promotion director. He was previously Chess/Janus Midwest promotion manager. . . . **Ray Colcord** joins United Artists Records as director of contemporary product, a&r. Colcord recently completed European and American tours as keyboard player for Lou Reed.

George Lee joins MCA as vice president for Eastern operations. He was formerly a vice president of Warner Bros. Records and headed that firm's East Coast publishing interests.



LEE



OLIVERI



THOMAS



WESTBROOKS

Michael Oliveri has been named a general manager at Warner Bros. Records. He will coordinate all WB campaign efforts for a portion of the artist roster. Oliveri has done New York promotion for Warner for the past four years.

★ ★ ★

Deke Arlon has resigned as managing director of York Records and Chevron Music after working for the companies for over two and a half years. Arlon will continue to be associated with both York and Chevron until his plans to form his own production and publishing organization come to fruition later this year. A new managing director for York and Chevron has yet to be named.

Siggy Jackson has left Windmill after two years as head of production. Jackson will, in future, concentrate on projects involving his Colourtown Record Co. of New Malden but will continue to work with Windmill on an independent basis.

Tony Tucker, senior news editor in Capital Radio's news team, has been appointed head of news following the departure of **Ron Onions** to head Independent Radio News. . . . **Richard Drewitt**, former journalist and TV producer, has joined Robert Paterson's International Entertainment group of companies as chief executive. Drewitt has been with BBC TV for the past 10 years. . . . **Henry Pattinson**, manager of the Audio-Video Tapes division of BASF U.K. is the new chairman of the European Tape Industry Association. He succeeds Philip Ashworth, managing director of Musitapes, who has held the office since June 1971, when the Association was formed.

★ ★ ★

Sue Clark named president of Ballyhoo, Los Angeles publicity firm which also includes **Maggie Williams** as account executive. Ms. Clark owns the firm. She was formerly in publicity with Budah and ABC/Dunhill. . . . **Bob White** joins Billboard as chart manager. For the past two years he was with FIND as its warehouse manager and systems coordinator in Terre Haute, Ind. Before that he was with Transcontinental Music Corp. in Dallas as an account serviceman. . . . **Edward Sakamoto** joins Billboard as copy editor. He was previously copy editor with the South Bay Daily Breeze in Torrance, Calif.

Polymusic Inc. Is Formed

• Continued from page 3

profit center and indicates that the direct marketing of pop albums by clubs, TV, or other devices, will be given considerable attention in his planning. "We have strong material in our family of labels. As our program matures we may seek out additional product from other manufacturers.

The two major mail-order formats operated by Polygram have been the International Festival of Great Orchestras and the International Preview Society. Both are described as "continuity programs," offering specific multi-record sets of classical recordings to members on a periodic basis, usually an eight-week cycle.

The company launched its classical club, the Great Awards Collection, about seven months ago on a limited basis, with offerings pro-

moted monthly. As in the continuity programs, recordings have been drawn from the Deutsche Grammophon catalogs. The club, however, limits its selections to albums which have won international prizes for excellence, such as those given by France's Grand Prix du Disques, or Holland's Edison Awards.

Polygram also operates record and cassette clubs in England, France, the Benelux countries and Scandinavia. A club operation will shortly be launched in Germany, according to Baenge.

Both Klemes and Baenge express their firm conviction that direct marketing programs can coexist peacefully with traditional retailing formats. They describe mail-order as a vehicle that serves the industry by expanding the scope of the record market without inhibiting retail sales in any way.

Inside Track

One of the big soul record labels still headquartered in Detroit apparently is in bad financial trouble, according to a letter their lawyer sent to an L.A. music figure suing them for unpaid bills.

Herb Alpert & TJB make a splash comeback this week at Harrah's Tahoe after a couple of quiet tuneup dates in Houston and Dallas. . . . **Curtis Mayfield** and **Al Green** to star in "Mimi," Columbia Pictures update film of the opera, "La Boheme." **Melba Moore** plays title role in flick shooting July in New Orleans.

Sandy Birkant, Epic Records a&r administrative assistant in L.A. died suddenly of a brain tumor at the age of 34. She was previously with CBS in New York and Nashville. Mrs. Birkant leaves her husband, Tom, and an infant son, Randy.

In Kansas City, soft rock concerts sponsored by KUDL-AM now go into Midland Auditorium while louder acts remain in the Cowtown Ballroom. . . . **Tony Orlando & Dawn** canceled out of Miami Playboy Plaza Hotel two hours before due to open at Playmate Bar, reportedly due to dissatisfaction with sound and lighting conditions.

The **Jackson Five** were first act ever to receive key to the city when they made their Vegas debut at the MGM Grand Hotel. . . . **Cannonball** and **Nat Adderley** honored with resolution by legislature of their native state, Florida.

Lou Adler's U.S. production of "Rocky Horror Show" proving an L.A. smash at the Roxy nitery and will be held over indefinitely. This means Ode prexy Adler will recruit a second company when "Rocky Horror" opens on or Off-Broadway in September. Adler also sees his own regional productions in four more cities plus sublicensed companies in 22 others. Original cast album is now being recorded for end of May release, using contemporary rock studio techniques rather than the usual one-day show waxing.

Rob Hegel, RCA promotion man, now an artist on the label with "New York City Girl" which he also wrote, produced and played piano on. . . . ASCAP's charter members of Entertainment Hall of Fame include **Charles Chaplin**, **Judy Garland**, **Irving Berlin** and **George Gershwin**. Presentation is Tuesday (23) on ABC-TV "Wide World of Entertainment."

Jim Guercio, Chicago producer, signed **Jerry Goldsmith** to write and conduct a cello concerto album, "Quadrants." . . . Ovation Records has switched Chicago-Milwaukee distributors from Summit to M.S., following job switch of **Harold Davis** from Summit to M.S. sales vice president.

Black Oak Arkansas on first tour of England next month. . . . UA pressed a limited edition 78 rpm promotional single for its "Golden Age of the Hollywood Musical" nostalgia package. First 78 pressed by Research Craft in over 10 years.

Goddard Lieberson, CBS Records Group chief, spoke at Syracuse University record music industry survey course in April, discussing classical and Broadway show recordings and his own long music career. . . . **Tony Ben-**

nett gets honorary doctorate from Berklee College of Music in Boston next month.

Atlanta-based **GRC** expanding its West Coast office. . . . **Erroll Garner's** Octave Records re-signed with MPS-BASF in Germany for three years. Garner touring 15 Europe cities in support this month.

Paul Williams' "Phantom of the Fillmore" movie showing out of competition at Cannes Festival. Williams also to compete in Venezuela Onda Nueva song fest this year.

Butts Band guitarist **Robbie Krieger** of **Doors** fame downed in Dallas with acute asthma as week's gig at Gertie's nitery canceled. . . . **Brownsville Station** writing themselves a screenplay, "Brownsville Station Joins the Army."

WSB-AM of Atlanta not participating in Vegas Landmark Hotel talent hunt promo as erroneously reported in Billboard 4-13.

Terry Jacks doing European TV-radio promo for "Seasons In the Sun." . . . **James Taylor's** new "walking Man" LP due and he goes on tour for first time in over a year, hitting 22 cities beginning next week. . . . **Stax Records** and their **Rogers & Cowan** publicists made sure writers gave an immediate listen to U.S. debut single of big-voiced English 9-year-old hitmaker, **Lena Zavaroni**. They sent along a portable phonograph with each disk.

Tina Turner signed as Acid Queen sexpot in RSO film of Who's rock opera "Tommy" shooting in June. But **Leo Sayer** turned down a leading "Tommy" role to solo showcase in an English TV special.

RCA and Cinemation Industries hosted world premiere of **Harry Nilsson/Ringo Starr** movie "Son of Dracula," April 19 in Atlanta. . . . British-based **Climax Blues Band** undertakes third and most extensive tour to date. Forty-one city tour for the Famous record artists began April 19 at Syracuse University.

Thomas Jefferson Kaye has completed production work on **Bob Neuwirth's** first LP for Elektra/Asylum. Neuwirth has been a figure on the folk and rock scene for the past decade, and was associated with **Bob Dylan** for several years. Kaye is also working with former **Byrd**, **Gene Clark** and has just had his own second solo set released. . . . Producer **Larry Cox** and songwriter **Johnny Cole** have formed Colecox, Ltd., an independent L.A. production firm. **Rusty Lee** is the first artist signed.

Recently canceled European tour by **Gladys Knight & the Pips** is back in the works. Cities and dates will be announced shortly. . . . The **New Seekers**, **Cicely Tyson** and **Tennessee Ernie Ford** sing for the Dept. of Interiors television radio campaign to clean up the environment for the country's 200th anniversary. . . . **Curtis Mayfield** says that his "Sweet Exorcism" LP deals with love, and not with the devil or religious exorcisms. . . . **Larry Coryell** and the Eleventh House to play the Troubadour in Los Angeles Tuesday (30) through May 5. All public relations activities for the group are now being handled by C.J. Strauss & Co. New York. . . . MCA Records hosts a party for **Buffy Sainte-Marie** at New York's Bottom Line Monday (22).

MGM Series' Name Fits LP Set

LOS ANGELES—According to the liner notes on MGM's eight LP Archetype Series, "archetype" is "the original pattern, or model, from which all other things of the same kind are made."

And after listening to the artists and music represented here, ranging from blues and jazz to folk to rock to country, one must agree that the name fits the set.

The series' first two offerings, covering **Billie Holiday** (M3F-4948) and **Charlie Parker** (M3F-4949), represent some of the finest building blocks of blues and jazz. Ms. Holiday's set includes such standards as "Lady Sings the Blues" and "Body and Soul," as well as some interesting narrative comments from **Gilbert Millstein**. Sound quality is quite good, as it is on Parker's set. Here, the great jazzman showcases his innovative alto on cuts such as "Funky Blues" and "K.C. Blues."

The Velvet Underground's contribution (M3F-4950) features one of the most influential rock bands of the 1960s. Containing such hits as "White Heat/White Light" and the 17-minute "Sister Ray," the LP serves as a showcase for the formative talents of **Lou Reed**, one of today's top rock stars. The Underground also served as the breeding

ground for **John Cale**, one of today's better producers.

Allen Ginsburg may not be one of the world's top singers, but his poetry is generally recognized as some of the best of the last two decades. His set (M3F-4951) certainly carries historical value as we hear one of the few "beat" poets to survive that particular era and carry into today.

Tim Hardin was perhaps one of the finest poet/songwriters of the 1960s. His collection (M3F-4952), includes timeless material, such as "If I Were a Carpenter," "Lady Came From Baltimore" and "Reason to Believe." Most of Hardin's songs have been well covered by singers of all types, but he remains the master interpreter of his own work.

With the Blues Project (M3F-4953), we find one of the first "folk rock" bands, singing their best known material such as "I Can't Keep from Crying Sometimes." Perhaps the most impressive thing about the Blues Project is the stars it produced, including **Al Kooper**, **Steve Katz** (BS&T), guitarist **Danny Kalb** and **Andy Kulberg** (Sea Train).

Of all the "archetypes," **Hank Williams** (M3F-4954), may well be most deserving of the title. Everyone is talking country crossover today,

but Williams was doing it over 20 years ago with songs like "I'm So Lonesome I Could Cry." Included are other classics like "Lovesick Blues" and "Honky Tonkin." Williams was truly a man ahead of his time, and his music can only be called timeless.

Finally, the Small Faces (M3F-4955) offer a glimpse at one of the first big British rock bands. Most of the material included ("My Mind's Eye," "Whacha Gonna Do About It") was not big on this side of the Atlantic, but we get a fine insight into the group that produced **Steve Marriott** (now leader of **Humble Pie**), **Ronnie Lane** and others who are now working with **Rod Stewart** as the Faces.

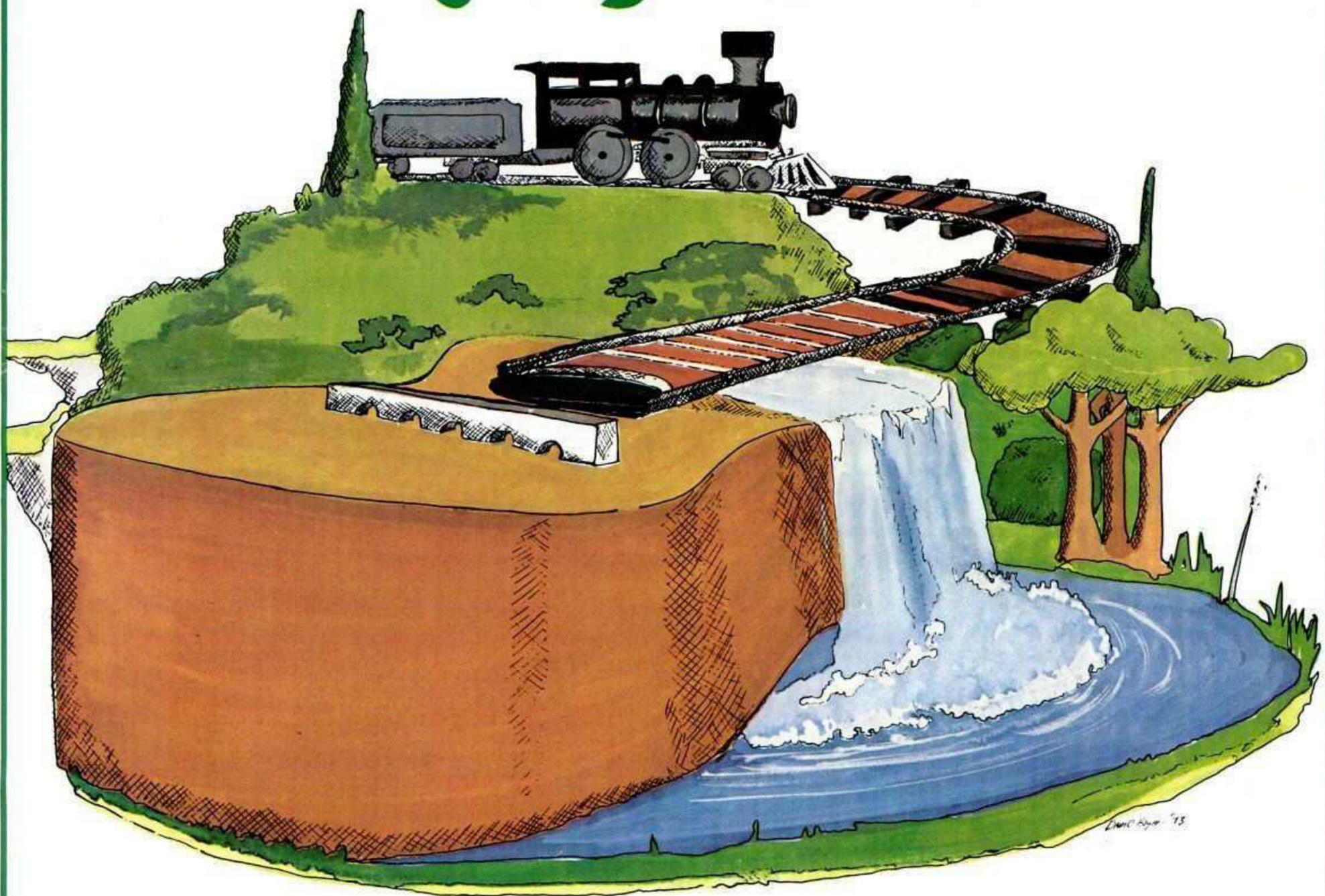
All the LP's in the set feature the same gray color design for uniformity, with "Archetypes" in black lettering across the top for good display.

The liner notes are excellently handled by **Tony Cohan**, with a teasing few words on the cover and the remainder on the back. In most cases, the selections are quite representative of the artists. The series should make for excellent individual or package sales. The artists covered were indeed archetypes, and many have followed them since.

BOB KIRSCH

The Johnny Cash Story

*("Railroads
Are Forever")*

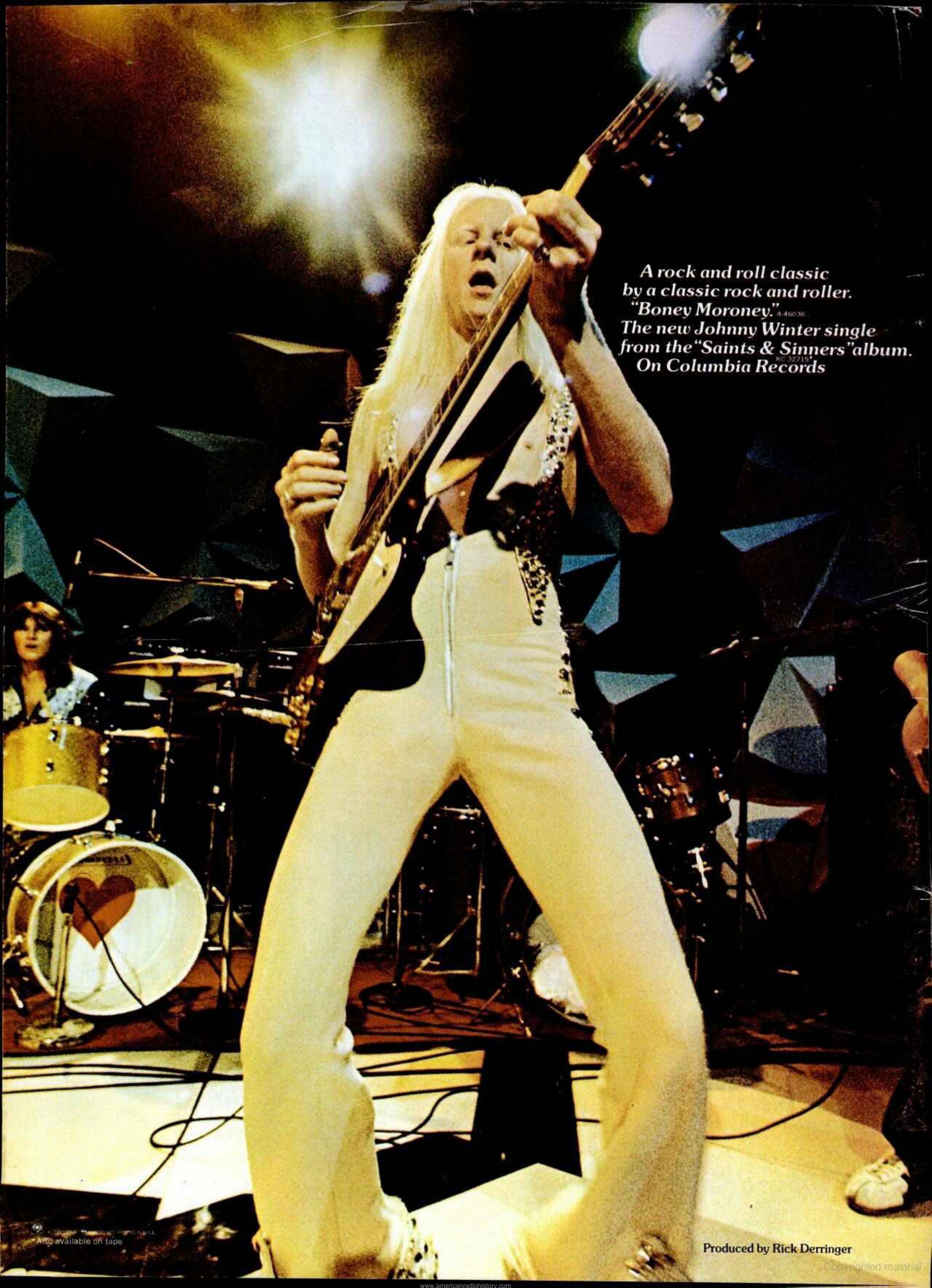


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